



An inventory of theory in logistics and SCM research

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Abstract

Purpose – Theory is needed for a discipline to mature. This research aims to provide a summary analysis of the theories being used in contemporary logistics and supply chain management (SCM) studies.

Design/methodology/approach – A comprehensive literature review of articles appearing in five top tier logistics and SCM journals is conducted in order to identify how often theory is used and to classify the specific theories used. An analysis of the theoretical categories is presented to explain the type and frequency of theory usage.

Findings – Over 180 specific theories were found within the sampled articles. Theories grouped under the competitive and microeconomics categories made up over 40 per cent of the theoretical incidences. This does not imply all articles utilize theory. The research found that theory was explicitly used in approximately 53 per cent of the sampled articles.

Practical implications – Two implications are central. First, in the minds of editors, reviewers and authors is approximately 53 per cent theory use enough? Literature suggests there continues to be a need for theory-based research in the discipline. A first step may be to increase our theory use, and to clearly describe the theory being used. Second, the vast majority of theories used in recent logistics and SCM research originated in other disciplines. Growth in the discipline dictates the need for greater internal theory development.

Originality/value – Despite multiple calls for the use of theory in logistics and SCM, little formal research has been produced examining the actual theories being used. This research provides an in-depth review and analysis of the use of theory in logistics and SCM research during the period 2004-2009.

Keywords Supply chain management, Distribution management

Paper type Research paper

1. Introduction

Good research is grounded in theory (Mentzer, 2008). In order for a discipline to progress beyond the pre-paradigmatic stage and be considered a mature discipline it must use and develop theory (Kuhn, 1962). Theory is necessary to further scientific understanding by creating a systemized structure capable of both explaining and predicting phenomena (Hunt, 1991). Numerous calls have been issued describing the need for greater use of theory in logistics and supply chain management (SCM) research (Mentzer and Kahn, 1995; Schmenner and Swink, 1998; Stock, 1997). Although it has been argued that more theory-driven empirical research has occurred as a result of these calls (Frankel *et al.*, 2008), no study exists to describe the type of theory being used and the extent of its usage in the field. The purpose of this research is to address this gap in the body of knowledge.

Logistics is a boundary-spanning discipline, and in line with prevailing trends, much of the recent research found in logistics-oriented journals has morphed beyond the



traditional movement, storage and inventory control functions (Bowersox *et al.*, 2002; Mentzer *et al.*, 2004) to include a broader SCM perspective. SCM research occupies the space at the intersection of multiple disciplines including strategic management, purchasing, manufacturing, marketing, retail and of course, logistics. A great deal of SCM research is derived from the theoretical paradigm(s) of these disciplines. We acknowledge that bias, and focus our review on SCM research developed primarily through the lens of the logistician.

Multiple papers have been dedicated to recapping the substantive domain of logistics and SCM. Over a decade ago, Miyazaki *et al.* (1999) produced a 20-year retrospective of topics appearing in the *Journal of Business Logistics (JBL)*. Recently, Giunipero *et al.* (2008) provided an extensive review of topics covered in SCM research. Stock and colleagues (Stock, 2001; Stock and Broadus, 2006; Stock and Luhrsens, 1993) have classified logistics dissertation research topics on multiple occasions. Many authors have reviewed research undertaken in specific areas. For example, Selviaridis and Spring (2007) explained the scope of published third-party logistics (3PL) research, Keller and Ozment (2009) examined research related to front-line logistics personnel issues, Williams and Tokar (2008) explored inventory management research published in logistics journals, and Grawe (2009) considered the scope of innovation research in a logistics context. Likewise, the methodological domain of logistics and SCM has routinely been given attention. For example, Craighead *et al.* (2007) classified the research methods used in the logistics discipline into multiple research paradigms. Spens and Kovacs (2006) categorized five years of logistics research into deductive, inductive or abductive research approaches. Ashenbaum *et al.* (2005) reviewed the methods used in longitudinal 3PL research as part of their meta-analysis of long-term 3PL trends. Despite the relative importance of theory to research, little has been published describing the theoretic domain of logistics and SCM. Thus, this research is guided by two central research questions:

RQ1. To what extent is theory used in logistics and SCM research?

RQ2. What are the prevalent theories found in logistics and SCM research?

To address these research questions, we reviewed articles published in five major logistics and SCM journals, and looked for the theory or theories used to inform and structure each work. The analysis presented on the following pages summarizes the results of this review. The remainder of the paper is organized as follows. First, we explain the data collection approach taken in the study. Next, we present our findings describing the types and frequency of theories being used, trends in the use of various theories during the sampled period, and link the use of theory to topics covered and methods being used in the discipline. Finally, we take a step back from the analysis and explore the implications for researchers and our thoughts on theory use going forward.

2. Approach

We conducted an extensive literature review of logistics and SCM research published in major journals for the six-year period, 2004-2009. Our sample comes from five of the top journals in the field: the *JBL*, *Transportation Journal (TJ)*, the *Journal of Supply Chain Management (JSCM)*, the *International Journal of Physical Distribution & Logistics Management (IJPDLM)*, and the *International Journal of Logistics Management (IJLM)*. During the sample timeframe *JBL* published 12 issues (123 articles), *TJ* published 23 issues

(100 articles), *JSCM* published 24 issues (107 articles), *IJPDLM* published 59 issues (248 articles) and *IJLM* published 16 issues (105 articles). In all, 683 articles were reviewed; editorials, comments and book reviews were excluded.

The journals were selected because each is highly ranked according to published statistics (Carter *et al.*, 2009; Gibson and Hanna, 2003; Menachof *et al.*, 2009). Additionally, three of the journals are associated with major professional organizations (*JBL* with the Council of SCM Professionals, *TJ* with the American Society of Transportation and Logistics, and *JSCM* with the Institute of Supply Management). Each organization has a stated mission of advancing knowledge for academics and practitioners alike, and these organizations facilitate the regular interaction of researchers and practitioners through the above publications and regularly scheduled conferences. This interaction ensures scholars understand current issues facing the discipline and contributes to the relevance of future research (Mentzer, 2008).

We used Hunt's (1991) definition of theory – a systematized structure capable of explaining and predicting phenomena – to distinguish theoretically based works from atheoretical ones. Following the approach of Brown and Dant (2009), we use the incidence of theory as the unit of analysis in this research. For example, Jones and Zsidisin (2008) use transaction cost analysis in their study of product life cycle extension. We count this as one theoretical incidence. Alternatively, Grimm's (2008) work applying economic principles to SCM uses both structure-conduct-performance theory and the resource-based view (RBV) of the firm. In this case, we count two theoretical incidents.

Early on, we discovered identifying the theory(s) used in each article was often not a straightforward process. Thus, we established a set of rules for coding each theoretical incident. In cases where the author clearly described the theory being used, we coded these theories verbatim. Often, the theoretical lens was not explicitly stated requiring an inference to be made. Inferential coding was based on authors' implicit description of theory combined with citations of well known, seminal theoretical works. References to these works were often found in a formal literature review section of the article. We made every effort to avoid applying a generalized theoretical label to an article when it was not clearly justified. For instance, there were a number of articles that discussed cultural influences, however all but one lacked any reference to a theoretical framework dealing with how culture influences business performance (Hofstede, 1983). In this example, articles that discussed culture but made no reference to any type of culture-related theory were coded as atheoretical.

An iterative process was followed to identify theory used and to assign the identified theories to one of several categories. After an initial meeting at which we developed the fundamental rules for theory coding, each researcher reviewed a small number of articles (10-15). We then met to discuss what we were finding, how and where theories were being introduced in the articles, and in some cases asked for another researcher to review an article and provide a second opinion on how it should be coded. At this point the remaining articles were assigned evenly to the research team. The team continued to meet periodically. In addition, e-mail and phone communications were routinely used to ensure each researcher was applying a consistent set of standards in the coding process.

3. Analysis of the theories used

This section provides a description of the theory data analysis process. First, the theories used most frequently are described, these theories are classified into one of

several categories, and the frequency of theoretical incidents is explained. This section also includes an analysis of theory used between logistics-oriented and SCM-oriented articles. The next section explores the trends seen in the use of theory during the six-year sampling period. The next group of analysis cross-references theory used with topics researched. Following that, an analysis is presented aligning theory used and the methods present in studies using theory. Finally, we comment on the use of non-theoretical, but widely accepted “frameworks” identified in the sample.

3.1 Overview of theoretical incidents

Our content analysis of 683 articles uncovered 364 articles (53.3 per cent) that are based on at least one theory, resulting in 568 theoretical incidents. In total, 181 unique theories were identified in the sample. Of the theories identified in the content analysis, 25 of those theories cumulatively represent over 50 per cent of the total theoretical incidents found in the literature. Each of the 25 most frequently used theories, shown in Table I, individually represent at least 1 per cent of theory use.

From Table I, the most commonly identified theory in logistics and SCM research is transaction cost economics (TCE), representing over 10 per cent of all identified theoretical incidents. TCE was originally outlined by Coase (1937) and later developed by Williamson (1975). The theory presents a view of firm behavior based on the value associated with its unique assets. Other firms may benefit when the correct governance structure (e.g. contract) is established. TCE has been extensively used across many business disciplines to explain inter-firm governance (Williamson, 1979), channel

Theory	% of theoretical incidents	Cumulative % of theoretical incidents
TCE	10.4	10.4
RBV	8.6	19.0
Porter's framework	3.0	22.0
Contingency theory	2.5	24.5
Resource dependence theory	2.5	26.9
Bullwhip effect	2.3	29.2
Agency theory	1.9	31.2
Social exchange theory	1.9	33.1
Game theory	1.8	34.9
Core competency	1.6	36.4
General systems theory	1.6	38.0
Social network theory	1.6	39.6
General inventory theory	1.4	41.0
Relationship marketing	1.4	42.4
Communication theory	1.2	43.7
Market orientation	1.2	44.9
Organizational learning	1.2	46.1
Risk management	1.2	47.4
Alliance	1.1	48.4
Disconfirmation theory	1.1	49.5
Institutional theory	1.1	50.5
Organizational theory	1.1	51.6
Political economy	1.1	52.6
Supply chain risk	1.1	53.7
Total cost	1.1	54.8

Table I.
The 25 most frequently
identified theories

structure (George and Weitz, 1988), integration (Chen *et al.*, 2009), modes of foreign-market entry (Anderson and Gatignon, 1986), collaborative relationships (Richey and Autry, 2009) and supplier selection (Hsu *et al.*, 2006) among others. The second most commonly identified theory is the RBV of the firm accounting for 8.6 per cent of theoretical incidents. The RBV was extensively described and popularized by Barney (1991), although it is rooted in the earlier work of Wernerfelt (1984) and Penrose (1959). RBV identifies the (valuable, rare, imitable and non-substitutable) resources owned by the firm as the source of the firm's sustainable competitive advantage. Extensions of the theory have produced several theoretical refinements including the knowledge-based view of the firm (Grant, 1996), core competency (Prahalad and Hamel, 1990), capabilities theory (Helfat and Peteraf, 2003) and the dynamic capabilities view (Teece *et al.*, 1997). Together, TCE and RBV represent almost 20 per cent of the theory use during the sample period. Beyond these two theories, there is a substantial decrease in the frequency to which any other specific theory is identified during the sample period. Porter's framework (3.0 per cent), contingency theory (2.5 per cent) and resource dependence theory (2.5 per cent) are the next most commonly identified theories during the sample period.

To provide a more parsimonious analysis, the theories were classified into 12 categories plus an "other" category. We continuously evaluated the theoretical categories as we classified the sample articles. Based on our knowledge of the types of theories we anticipated finding, we selected several broad theoretical categories *ad hoc* to facilitate initial coding. We cross-checked this initial category list with the one used by Brown and Dant (2009) and added two categories before beginning article coding. More categories were developed iteratively as the coding progressed through informal communications and periodic group meetings where additions and adjustments to our list of categories were discussed. *Post hoc*, we collapsed related categories together and moved categories with few incidences to the "other" category. Table II provides a comprehensive list of the theories found under each category. The theories are listed in order of most used to least used.

The "other" category contains several theory groupings with theoretical incident counts too small to justify including separately, including such areas as corporate social responsibility, information processing, finance and accounting, ecology and anthropology among others. The categorization of each article that was determined to have at least one theoretical incident is contained in Tables A-I to A-VI of the appendix. As summarized in Table III, the top two categories of competitive theory (22.7 per cent) and microeconomic theory (18.8 per cent) represent over 40 per cent of all theoretical incidents. Theories associated with systems (11.3 per cent), marketing (9.5 per cent) and theories of organizations (7.4 per cent) were among the most frequently mentioned.

Many of the theoretical categories were consistently found across the five journals as shown in Table IV. Competitive theory (e.g. the RBV of the firm, strategy-structure-performance theory, dynamic capabilities) remained the most used theory grouping across four of the five journals, and was a close second in the fifth. This result highlights the broad applicability of theories from the strategic management discipline to help explain logistics and supply chain phenomena. Strategic management/competitive theory focuses the unit of analysis on the individual firm, and specifically on how the firm strives to develop a competitive advantage in the market (Barney, 1991; Hamel and Prahalad, 1993). Christopher (1992) was the first to

<i>Competitive</i>	<i>Inventory</i>	<i>Other social psych theories</i>	<i>Theories of organizations</i>
RBV	General inventory theory	Communication theory	Organizational learning
Porter's framework	EOQ	Theory of reasoned action	Organizational theory
Contingency theory	Periodic review	Theory of planned behavior	Coordination theory
Core competency	Portfolio effect	Actors approach	Interdependence theory
Knowledge-based view	Continuous review	Behavioral decision theory	Integration
Relational view	Square root law	Conflict theory	Lewin's three phase force field
Dynamic capabilities		Consumer culture theory	Manager behavior
Resource advantage theory	<i>Marketing</i>	Cultural differences	Organizational citizenship behavior
Supply chain orientation	Relationship marketing	Employee turnover	Stakeholder influence
Structure-conduct-performance	Market orientation	Human communication theory	Attraction theory
Natural resource-based view	Alliance	Media richness theory	Collaborative supply chain framework
Strategy-structure-performance	Disconfirmation theory	Relational theory	Competing values theory
B-to-B relationship theory	Collaboration	Social penetration theory	Configuration
Cluster theory	Customer orientation	Social resource theory	Constituency-based theory
Competitive advantage	Collaborative advantage	Theory of choice	Interorganizational relationship theory
Information-based logistics	paradigm	Theory of prejudices	Managerial control
orientation	Dependence theory		
Market-based logistics orientation	Asset specificity	Training	
Modularity theory	Buyer-supplier relationships		Organizational change framework
Process orientation	Comparative advantage	<i>Psych theories of individuals</i>	Organization response to disaster
Process-based logistics orientation	Competitor orientation	Power dependence	Social identity
Strategic behavior theory	Consumer-based brand equity	Attribution theory	Strategic orientation
Supply-demand strategy matrix	Cost orientation	Cognitive dissonance	Theory of organizational design
Theory of production competence	Customer focus	Developmental theory	Value congruence
Time-based competition theory	Exchange theory	Rational choice theory	
Work design	Information search	Response to disaster	<i>Other</i>
	Internal marketing		Corporate social responsibility
<i>Decision</i>	Means-end theory	<i>Social exchange</i>	Information processing
Action theory	Reciprocity theory	Social exchange theory	Measurement theory
Decision theory	Relationship management	Social network theory	Activity-based costing
Vehicle routing problem optimization	Relationship orientation	Social capital	Chaos theory
Negotiation theory	Strategic choice	Balance theory	Adaptive cycle theory
			Bonding theory

(continued)

Table II.

Supplier selection decision theory	Substitute, delay, leave	Firm-specific factors	Causal chain approach
Centralized decision theory	Theory of channel behavior		Crime displacement theory
Cost minimization	Trust theory	<i>Systems</i>	Free cash flow model
Decentralized decision theory	<i>Microeconomic</i>	Bullwhip effect	Individual effects model
Decision support	TCE	General systems theory	Information quality theory
		Risk management	Integrated strategic positioning process
<i>Innovation</i>	Resource dependence theory	Supply chain risk	Logistics social responsibility
Diffusion of innovation	Agency theory	Total cost	Path-goal theory
Innovation adoption	Game theory	Network theory	Population ecology
Innovation theory	Principal-agent theory	Total cost of ownership	Probabilistic choice framework
Creative distraction	Fuzzy set theory	Network optimization	Product-process matrix
Innovation adoption	Utility theory	Theory of constraints	Purchasing social responsibility
Theory of logistics innovation	Williamson's failure framework	Business process systems engineering	Risk assesment framework
<i>Institutional</i>	Coordination cost theory	Input output choice	Situational crime prevention theory
Institutional theory	Diversification	Inter-organizational conditions	Target costing theory
	Transfer pricing theory	Multiple attribute utility theory	Technology-market positioning portfolio
Political economy		Normal accident theory	Theory of insurance
Labor theory		Pricing	Unified integration model
Eccentric view		System dynamics	
Social costs		3D concurrent engineering theory	
Social welfare			

Theory	Percentage
Competitive	22.7
Microeconomic	18.8
Systems	11.3
Marketing	9.5
Theories of organizations	7.4
Other social psychological/sociological	5.1
Social exchange	4.6
Inventory	4.4
Institutional	3.0
Decision	3.5
Innovation	2.1
Psychological theories for individuals	1.6
Other	6.0

Table III.
Frequency of theoretical incidents

Theory	<i>IJLM</i> (%)	<i>IJPDLM</i> (%)	<i>JBL</i> (%)	<i>JSCM</i> (%)	<i>TJ</i> (%)
Competitive	22.7	17.7	27.0	29.7	15.1
Microeconomic	9.1	15.1	18.9	30.4	11.0
Systems	13.6	16.1	9.0	4.7	13.7
Marketing	4.5	11.5	9.9	6.1	13.7
Theories of organizations	18.2	7.3	9.0	3.4	6.8
Other social psychological/sociological	2.3	6.8	0.0	7.4	5.5
Social exchange	2.3	1.0	6.3	9.5	2.7
Inventory	4.5	6.3	7.2	0.0	4.1
Institutional	2.3	2.1	0.9	1.4	12.3
Decision	0.0	4.2	2.7	4.1	4.1
Innovation	2.3	2.1	1.8	0.0	6.8
Psychological theories for individuals	4.5	3.6	0.0	0.0	0.0
Other	13.6	6.3	7.2	3.4	4.1

Table IV.
Frequency of theoretical incidents by journal

suggest that competition has shifted from firm versus firm to the supply chain level. From the analysis, it is apparent that logistics and SCM researchers have frequently borrowed theory (Stock, 1997) from the strategic management realm and expanded it to address multi-firm issues.

Microeconomic theory, including TCE, agency theory, and resource dependence theory, is the most used theory group in *JSCM* and remains the second most frequently found group of theories in *JBL*. Theories of economics are among the most mature theories in the social sciences and have provided the initial theoretical foundation for the existence of the firm (Coase, 1937), distribution (Shaw, 1916), the practice of management (Drucker, 1954), foreign market entry decisions (Anderson and Gatignon, 1986; Madhoc, 1997), outsourcing (Maltz, 1994; Williamson, 2008) and marketing channels (Rindfleisch and Heide, 1997). Microeconomic theory looks at market or industry trends and attempts to rationalize how individuals and firms will make scarce resource allocation decisions (Dimand, 2008). While starting from a broader perspective than competitive theory, microeconomic theory also focuses the unit of analysis on the firm, making it easily applicable to logistics and SCM research.

It is interesting, but not surprising, that articles in *JSCM* rely more directly on microeconomic theory (30.4 per cent) given that purchasing and sourcing is the historical focus of *JSCM*. Purchasing decisions are traditionally focused on reducing transaction costs. The make-or-buy decision is similarly cost focused. The research foundation for these types of decisions is clearly an economic one, with theories such as TCE being particularly prescient.

Marketing theories and systems theories were the second and third largest theoretical categories in *TJ*. Both were ranked in the top five categories in *JBL*, and systems theory ranked second highest in *IJPDLM* and third highest in *IJLM*. The frequent use of marketing theories should not be a surprise given that marketing channels theory has served as a building block to much logistics and supply chain thought (Bucklin, 1965; Cadotte and Stern, 1979; Gaski, 1984). Likewise, the generally high use of systems theory makes sense because supply chains are complex systems containing feedback loops, and a systemic view is useful in understanding supply chain complexity. The high percentage of articles coded as systems theory in *TJ* is likely due to the journal's focus on transportation and its interaction with other functional areas in logistics. These decisions benefit from a theoretical framework based on the cost associated with optimizing a function (e.g. inventory or distribution) versus total cost, or a systems approach, as suggested by LeKashman and Stolle (1965).

We were interested to understand how the focus of articles may have evolved during the sampling timeframe, and accomplished this by coding each article as targeting either logistics or SCM phenomena. Mentzer *et al.* (2004) describe logistics as the movement and storage activities associated with product and service flow of the focal organization. Gibson *et al.* (2005) define SCM more broadly to include multiple processes (i.e. purchasing, logistics, manufacturing, marketing, retail) involving multiple entities (generally distinct companies, but occasionally separate functions or divisions within a highly integrated firm). We used these definitions as the basis for assigning an article to either category.

Of the articles sampled, 294 (43.0 per cent) were logistics-oriented and 389 (57.0 per cent) were focused on a broader SCM perspective. We found theory more frequently in the SCM-oriented articles (224 of the 389 SCM articles, or 57.9 per cent) than in the logistics-oriented articles (140 of 294, or 47.6 per cent). Table V provides a summary of theory breakdown between logistics and SCM research. As in the combined analysis

Theory	Logistics (%)	SCM (%)
Competitive	21.0	23.5
Microeconomic	11.9	21.9
Systems	12.5	10.7
Marketing	11.4	8.7
Theories of organizations	8.0	7.1
Other social psychological/sociological	2.8	6.1
Social exchange	2.3	5.6
Inventory	10.8	1.5
Institutional	6.3	1.5
Decision	4.5	3.1
Innovation	2.8	1.8
Psychological theories for individuals	1.1	1.8
Other	4.5	6.6

Table V.
Breakdown of theoretical
categories by logistics
and SCM

(Table III), competitive theory is the most used theory in both logistics (21.0 per cent) and SCM (23.5 per cent) oriented works. Microeconomic theory remains the second most frequently used theoretical grouping in SCM research (21.9 per cent), but ranks third in logistics-oriented articles (11.9 per cent) where systems theories (12.5 per cent) rank higher. The higher percentage of microeconomic theory used in SCM-oriented articles is due to greater use of these theories in *JSCM*. The focus of this journal on broader SCM topics provides the rationale for this result. Conversely, logistics-oriented articles appear at twice the frequency of SCM-oriented articles in *TJ*. Again the focus of the journal contributes to the greater use of marketing and systems theories for logistics research. Perhaps, the most striking difference in theory use is found in conjunction with the inventory theory category. These theories are found much more frequently in logistics (10.8 per cent) compared to SCM (1.5 per cent). Over half the articles using inventory theory were found in *JPDLM* while no articles from *JSCM* were identified as using inventory theory.

3.2 Trends in the use of theory

Figure 1 shows trends in the use of the theory in logistics and SCM research during the past six years for the most used theoretical categories. In addition to being the largest category of theories, competitive theory has shown a growth trend with a greater percentage of articles using competitive theories in 2008-2009 compared to 2004-2005. Although not shown in the figure, the majority of the growth in the use of competitive theory comes from *JSCM*. The remaining categories display some variability year-to-year, but do not show a demonstrable trend. Microeconomic theory use dropped by approximately half in 2009, but it is impossible to say use of these theories has fallen based on the results on a single year. Marketing theory is a good example of variability with the annual numbers fluctuating between 5 and 17 per cent, and coming close to overtaking competitive and microeconomic theory in 2005 and 2007 but trailing the top three categories by a wide margin in 2006 and 2008.

3.3 Use of theories in major topic areas

In addition to capturing the theories used in each of the sampled articles, we identified the primary topic being investigated. We assigned topics to 13 categories, plus a

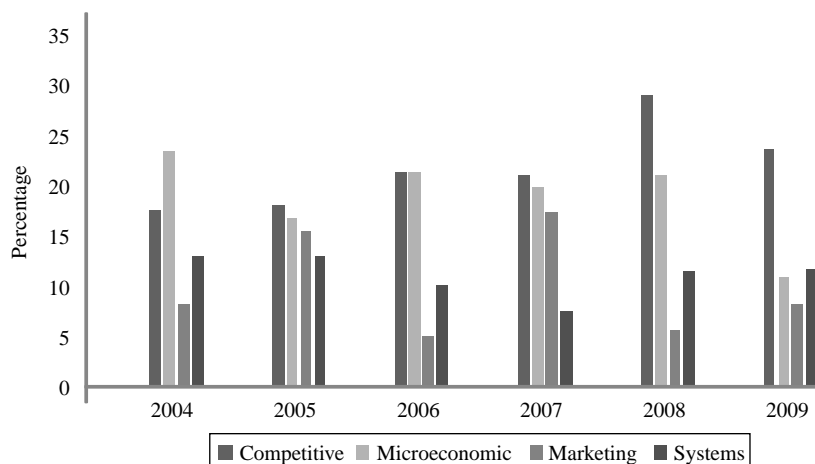


Figure 1.
Trends in theoretical incidents: 2004-2009

“miscellaneous“ group, in a process similar to the one described for the creation of theoretical categories. Other authors have produced excellent summaries of research topics chosen in the discipline (Giunipero *et al.*, 2008; Selviaridis and Spring, 2007; Stock and Broadus, 2006), and our purpose is not to replicate those findings, but rather to describe how theory is utilized in major substantive areas of research. This section explores how researchers have applied theory to multiple substantive areas in logistics and SCM. We look at the intersection of theory and topic two ways. First, using an analysis showing the primary topic area associated with each theory group. Second, the analysis is pivoted to show the theoretical categories used in each of the major topic areas.

3.3.1 Analysis of theory within substantive areas. Table VI highlights the most prevalent theory types used in each of the topic categories. Competitive theory provides the foundation for some articles in all of the topic areas demonstrating that these theories are used extensively across a wide array of topics. Competitive theory is the most used category in five of the topic areas, and tied with innovation theory in a sixth. Microeconomic theory, marketing theory, systems theory and theories of organization are found most often in two of the topic areas. Many of the less frequently found theoretical categories (e.g. decision, inventory and innovation theories) are associated with only a few of the topic areas.

3PL research uses microeconomic (41.2 per cent) and competitive theory (29.4 per cent) most often, with decision (17.6 per cent) and marketing theory (11.8 per cent) being the only other theories used. Research in the human resources area most often uses theories of organizations (26.7 per cent), competitive (20.0 per cent), marketing (13.3 per cent) and other social psychological theories (13.3 per cent). Information/technology research uses competitive theory (24.0 per cent) frequently, and is one of the few topic areas to make significant use of innovation theory (24.0 per cent), with microeconomic theory found 16.0 per cent of the time. Research into the integration area is spread across many categories with theories of organization (29.0 per cent), microeconomic (22.6 per cent) and competitive theory (16.1 per cent) making up the lions share.

A few of the topic areas are dominated by a single category of theories. Not surprisingly, customer service research relies heavily on marketing theory (60.0 per cent) with competitive theory (20.0 per cent) also being found frequently. Research into inventory related topics is also dominated by one theory (inventory theory with 58.1 per cent), with systems theory (22.6 per cent) also found frequently. Likewise, articles dealing with strategic topics commonly leverage competitive theory (46.9 per cent), with seven other theory categories also represented.

Logistics and distribution research is frequently built on competitive theory (32.4 per cent). Microeconomic (20.6 per cent), marketing (11.8 per cent) and systems theory (11.8 per cent) are also regularly used in the area. Studies of research trends and methods also use competitive theory (33.3 per cent) most often, with microeconomic theory (26.7 per cent) accounting for another large share of this research.

The remaining topic areas tend to be spread over several theory categories. Purchasing research uses microeconomic theory most often (29.5 per cent). Theory from eight other categories was found with competitive theory being used 15.9 per cent of the time. Similarly, relationship research is most frequently associated with competitive (25.7 per cent) and microeconomic (24.8 per cent) theory with nine other categories also utilized. Articles dealing with risk use systems theory (33.3 per cent) frequently, but the

Topic	Competitive (%)	Decision (%)	Innovation (%)	Institutional (%)	Inventory (%)	Marketing (%)	Microeconomic (%)	Systems (%)	Other social/psychological theories (%)	Psychological theories for Individuals (%)	Social exchange (%)	Theories of Organizations (%)	Other (%)
3PL	29.4	17.6	0.0	0.0	0.0	11.8	41.2	0.0	0.0	0.0	0.0	0.0	0.0
Customer service	20.0	0.0	0.0	0.0	0.0	60.0	0.0	10.0	10.0	0.0	0.0	0.0	0.0
Human resources	20.0	6.7	0.0	6.7	0.0	13.3	0.0	6.7	13.3	6.7	0.0	26.7	0.0
Information/technology	24.0	0.0	24.0	0.0	4.0	0.0	16.0	8.0	8.0	0.0	0.0	0.0	16.0
Integration	16.1	0.0	0.0	0.0	0.0	3.2	22.6	6.5	6.5	0.0	3.2	29.0	12.9
Inventory	3.2	0.0	0.0	0.0	58.1	0.0	9.7	22.6	0.0	0.0	0.0	6.5	0.0
Logistics and distribution	32.4	2.9	0.0	0.0	5.9	11.8	20.6	11.8	0.0	2.9	0.0	5.9	5.9
Purchasing	15.9	6.8	0.0	0.0	0.0	4.5	29.5	14.8	6.8	0.0	10.2	4.5	6.8
Relationships	25.7	1.0	0.0	1.0	0.0	13.3	24.8	5.7	5.7	1.0	11.4	9.5	1.0
Research trends and methods	33.3	6.7	0.0	0.0	0.0	0.0	26.7	0.0	20.0	0.0	13.3	0.0	0.0
Risk	12.1	0.0	3.0	3.0	0.0	9.1	12.1	33.3	6.1	3.0	0.0	3.0	15.2
Strategy	46.9	0.0	2.0	2.0	0.0	12.2	10.2	6.1	0.0	0.0	0.0	6.1	14.3
Transportation	10.0	10.0	7.5	10.0	5.0	17.5	10.0	17.5	7.5	0.0	0.0	0.0	5.0
Miscellaneous	25.3	4.0	1.3	12.0	2.7	6.7	13.3	9.3	2.7	6.7	2.7	9.3	4.0

Table VI.
Frequency of theoretical incidents by major topic

topic is also linked to nine other theory categories. Transportation research uses theory from marketing (17.5 per cent) and systems (17.5 per cent) categories most often, although eight other categories were also identified.

3.3.2 Analysis of theory across substantive areas. Table VII shows how each theoretical category is used across the 13 topic areas. It is interesting to note that competitive theory is found across all of the topics. This is the only theoretical category to show such wide appeal across the total variety of substantive areas. Competitive theories are found most frequently in relationship (20.9 per cent), strategy (17.8 per cent) and purchasing (10.9 per cent) research.

Two theory categories were heavily slanted toward a single topic area. As should be expected, inventory theory is almost exclusively associated with work in inventory topic areas (72.0 per cent). Innovation theory is primarily found in the context of information/technology topics (50.0 per cent), but also is seen often in the transportation area (25.0 per cent). Two other theory groups, institutional (52.9 per cent) and psychological theories for individuals (55.6 per cent), had a majority of incidents in the miscellaneous topic category. In both cases, the incidents are spread across several topics with none being a large user of either of these theory groups.

Several of the theory categories were heavily concentrated in two topic categories. For example, social exchange theory was concentrated in relationship topic research (46.2 per cent) and purchasing research (34.6 per cent). Microeconomic theory is likewise found frequently in relationship (24.3 per cent) and purchasing (24.3 per cent) studies. Other social psychological theories are also heavily weighted toward relationship (20.7 per cent) and purchasing (20.7 per cent) research. Marketing theory is utilized most often in relationship (25.9 per cent) and transportation (13.0 per cent) research. Systems theory is used most frequently in purchasing (20.3 per cent) and risk (17.2 per cent) research. Theories of organizations are found most often in the integration (21.4 per cent) and relationship (23.8 per cent) topic areas.

3.4 Research methods used with theories

We identified the methodology used in each article and classified these methods into ten categories in a process similar to one used for classifying theories and topics. Articles that did not fit into one of these ten groups were assigned to the "other" category. Table VIII summarizes the research methods used within each theory category.

Survey research has historically been a popular method employed in logistics and SCM research (Gammelgaard, 2004; Mentzer and Kahn, 1995). The table shows clearly that survey research continues to be a frequent choice of researchers in recent years as it is utilized across every theory category, and is the most used method in ten of the 13 categories (survey method is tied with another method in two instances). Only qualitative research is also found in conjunction with every theory, but the percentages are lower than found with survey methods in every case but one (institutional theory). Analysis of archival data is the most used method in research using institutional theory (35.3 per cent). Case study methods are used most often in conjunction with system theories. Simulation methods are found most often in research using inventory theory (56.0 per cent).

3.5 Frameworks in logistics and SCM research

Finally, we also took note of those articles that were built on well-known, widely accepted frameworks, as we coded the sampled articles for theories used. Often, these

Topic	Competitive (%)	Decision (%)	Innovation (%)	Institutional (%)	Inventory (%)	Marketing (%)	Micro-Economic (%)	Systems (%)	Other social psychological/ sociological theories (%)	Psychological theories for individuals (%)	Social exchange (%)	Theories of organizations (%)	Other (%)
3PL	3.9	13.0	0.0	0.0	0.0	3.7	6.5	0.0	0.0	0.0	0.0	0.0	0.0
Customer service	1.6	0.0	0.0	0.0	0.0	11.1	0.0	1.6	3.4	0.0	0.0	0.0	0.0
Human resources	2.3	5.0	0.0	5.9	0.0	3.7	0.0	1.6	6.9	11.1	0.0	9.5	0.0
Information/technology	4.7	0.0	50.0	0.0	4.0	0.0	3.7	3.1	6.9	0.0	0.0	0.0	11.8
Integration	3.9	0.0	0.0	0.0	0.0	1.9	6.5	3.1	6.9	0.0	3.8	21.4	11.8
Inventory	0.8	0.0	0.0	0.0	72.0	0.0	2.8	10.9	0.0	0.0	0.0	4.8	0.0
Logistics and distribution	8.5	5.0	0.0	0.0	8.0	7.4	6.5	6.3	0.0	11.1	0.0	4.8	5.9
Purchasing	10.9	30.0	0.0	0.0	0.0	7.4	24.3	20.3	20.7	0.0	34.6	9.5	17.6
Relationships	20.9	5.0	0.0	5.9	0.0	25.9	24.3	9.4	20.7	11.1	46.2	23.8	2.9
Research trends and methods	3.9	5.0	0.0	0.0	0.0	0.0	3.7	0.0	10.3	0.0	7.7	0.0	0.0
Risk	3.1	0.0	8.3	5.9	0.0	5.6	3.7	17.2	6.9	11.1	0.0	2.4	14.7
Strategy	17.8	0.0	8.3	5.9	0.0	11.1	4.7	4.7	0.0	0.0	0.0	7.1	20.6
Transportation	3.1	20.0	25.0	23.5	8.0	13.0	3.7	10.9	10.3	0.0	0.0	0.0	5.9
Miscellaneous	14.7	15.0	8.3	52.9	8.0	9.3	9.3	10.9	6.9	55.6	7.7	16.7	8.8

Table VII.
Topic analysis within
theory category

Table VIII.
Method use within theory
category

Method	Competitive (%)	Decision (%)	Innovation (%)	Institutional (%)	Inventory (%)	Marketing (%)	Microeconomic (%)	Systems (%)	Other social psychological/ sociological theories (%)	Psychological theories for individuals (%)	Social exchange (%)	Theories of organizations (%)	Other (%)
Analytical modeling	0.0	25.0	0.0	5.9	16.0	1.9	4.7	9.4	0.0	0.0	0.0	0.0	2.9
Archival	1.6	0.0	8.3	35.3	0.0	1.9	7.5	6.3	0.0	0.0	0.0	0.0	0.0
Case study	7.8	15.0	8.3	5.9	0.0	9.3	10.3	20.3	6.9	11.1	7.7	14.3	20.6
Conceptual	12.4	5.0	8.3	5.9	4.0	1.9	7.5	14.1	0.0	0.0	26.9	9.5	8.8
Experimental design	0.0	5.0	0.0	0.0	4.0	1.9	0.0	0.0	3.4	0.0	0.0	0.0	0.0
Literature review	10.1	5.0	0.0	0.0	0.0	3.7	10.3	12.5	10.3	22.2	3.8	11.9	14.7
Mixed methods	3.1	0.0	0.0	5.9	4.0	5.6	4.7	6.3	3.4	11.1	3.8	9.5	5.9
Qualitative	7.8	20.0	16.7	17.6	4.0	14.8	15.0	7.8	17.2	33.3	19.2	11.9	11.8
Simulation	0.0	0.0	0.0	0.0	56.0	1.9	1.9	10.9	0.0	0.0	0.0	0.0	0.0
Survey	52.7	25.0	58.3	17.6	12.0	57.4	37.4	10.9	51.7	22.2	34.6	42.9	35.3
Other	4.7	0.0	0.0	5.9	0.0	0.0	0.9	1.6	6.9	0.0	3.8	0.0	0.0

frameworks are process-oriented (e.g. just-in-time (JIT), lean). Frequently, they are prescriptive (e.g. supply chain segmentation). In most cases they are widely used and foundational to conceptual research in the discipline and practical consulting by professionals (e.g. six sigma, postponement). Several of the frameworks provide a basis for much research and sometimes are associated with extensive research streams. Ultimately we believed the while each framework furthers our understanding in specific areas of the discipline, none could pass the test of theory, in that they cannot be used to explain and predict phenomena.

In total, 88 articles (12.9 per cent of the total sample) utilized a non-theory framework. A total of 12 frameworks were found multiple times, with JIT (13 articles), lean/six sigma techniques (11 articles), the SCOR model (ten articles) and Christopher and Towill's (2002) lean vs agile characterization of supply chain types (nine articles) identified most frequently. The TQM process (six articles), postponement strategies (four articles) and VMI (four articles) were also the basis of several studies. Also included in the framework classification are follow-on articles based on conceptual models developed in prior research. Examples include works based on Lamming et al's (2001) transparency concept, Rao and Young's (1994) logistics complexity framework, and the collaboration-dissolution-innovation process of Pires *et al.* (2001).

4. Conclusions and implications

Theory is critical to the development of any field of research. The first objective of this paper was to determine the extent of theory use in logistics and SCM research. We addressed this question by conducting an extensive review of research published in four major logistics and SCM journals covering the most recent six year period. We found that more often than not theory was used to inform the work. In fact, over half of the articles sampled (53.3 per cent) explicitly noted or implied the use of existing theory. The finding of approximately 53 per cent of articles using theory is significant. Logistics and SCM research has become more sophisticated in recent years and authors in the discipline are to be commended.

The second objective was to uncover the prevalent theories found in logistics and SCM research. We highlighted throughout the analysis a great many theories have been used in the sampled logistics and SCM research. In total, 181 unique theories were identified through our review. Relatively few of the theories account for a majority of theory use as shown in Table I. TCE from microeconomics, and the RBV from strategic management, were far and away the most used individual theories accounting for 19 per cent of all theoretical incidents. We identified a dozen theory categories demonstrating consistent use and another half dozen (combined under the "other" category) that were found occasionally. The analysis showed that competitive and microeconomic theories have been especially utilized. Thus, a variety of theory use exists in recent logistics and SCM research, which may confirm that earlier calls for greater use of theory have been answered to some extent.

The results found throughout this paper bring about several interesting questions. From our first finding, is use of theory in just over 50 per cent of the articles enough? While we cannot answer that question for the discipline with certainty, we do suggest that researchers, editors and reviewers question research on the basis of its use of theory. Specifically:

- Was theory used in the development of research questions, hypotheses and models?
- Was theory implied but not stated?
- Is this article truly atheoretical?

We believe that the opportunity remains for scholars in the discipline to increase their use of theory. Additionally, our inclination is that research should explicitly identify the theoretical foundation being applied. A clear delineation of the theory or theories being applied was not made in many of the articles reviewed. Researchers should make a clear statement of theory being used. Elements of theory used in new conceptual models and constructs should likewise be clearly noted and explained. Doing so will remove the burden of interpretation from the reader, ease the understanding of the work and reinforce the standard of acceptable research.

From our second finding, over 40 per cent of the theoretical incidents found came from only two categories (competitive theory and microeconomic theory), and in fact almost 20 per cent of all theoretical incidents were associated with the two most prevalent theories (TCE and the RBV). Have theories from these categories been overused? We would argue this is not the case. Important findings continue to be delivered and are a result of these tried and true theories. Competitive theories are intended to address research questions dealing with competitive advantage, and as the business environment changes these theories have evolved (from resource-based to knowledge-based to dynamic capabilities, for example). A more prescient question might be are we overlooking important research opportunities by focusing so much attention on only two theory categories? And if so have we limited the scope of investigation in the discipline and created blind spots in our knowledge base? For this reason, we believe each of the theory categories ranked underneath the top two may prove fertile areas for theory use in future research and provide additional insight into the development of a cohesive theory of logistics and SCM.

5. Limitations

A limitation of this research, as is true of most qualitative methods, deals with coding. To minimize threats to validity with respect to coding we adopted a rigorous process-oriented approach (Cho and Trent, 2006), established a baseline for the categories, and met frequently to refine those categories and harmonize our individual understanding. During that process, we spent a great deal of time discussing differences in coding associated with several articles. In addition, we randomly assigned approximately 15 per cent of the articles to a second coder as a way to cross-check each other's work. Although, the resulting discussions led us to more closely align our thinking, clearly the fact that coding discrepancies were identified suggests there are likely to be a few articles in the sample that a new coder might conclude should be coded differently. We believe we have minimized the number of such articles through the rigor of our approach. Further, the size of the sample suggests that an alternate coding on a few articles is not likely to change the insights and conclusions gained from this research.

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Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych./ socio.	Psych. theories for indiv.	Soc. exch.	Theories of org.	Other
<i>JJLM</i>	2009	20	2	Ashenbaum, Richey, Chen, Upreti, Fawcett and Adams							X						
<i>JJLM</i>	2009	20	2	Davis, Golitic and Marquardt					X							X	
<i>JJLM</i>	2009	20	2	Skinner, Autry and Lamb												X	
<i>JJLM</i>	2009	20	1	Kaipia							X					X	
<i>JJLM</i>	2009	20	1	Pamaby and Towill												X	
<i>JJLM</i>	2009	20	1	Ponomarov and Holcomb												X	X
<i>JJLM</i>	2009	20	1	Richey and Autry							X						
<i>JPDLM</i>	2009	39	10	Deane, Craighead and Ragsdale													
<i>JPDLM</i>	2009	39	10	Deane, Hansen and Richey						X							
<i>JPDLM</i>	2009	39	10	Flint and Golitic						X							
<i>JPDLM</i>	2009	39	10	Richey, Chen, Upreti, Fawcett and Adams												X	
<i>JPDLM</i>	2009	39	9	Mena, Humphries and Wilding													X
<i>JPDLM</i>	2009	39	8	Rajagopal													
<i>JPDLM</i>	2009	39	8	Randall and Farris II													
<i>JPDLM</i>	2009	39	7	Richey													X
<i>JPDLM</i>	2009	39	7	Williams, Lueg, Taylor and Cook													X

(continued)

Table AI.
Theory category
classification - 2009

Table AI.

Journal	Year	Vol.	Issue	Author	Comp. Dec.	Innov. Inst.	Inv. Mark.	Microecon. Syst.	Other soc. psych./ soc(k). theories	Psych. theories for indiv.	Soc. Theories exch. of org.	Other
<i>IJPDLM</i>	2009	39	6	Kovacs							X	
<i>IJPDLM</i>	2009	39	6	Oloruntoba and Gray			X					
<i>IJPDLM</i>	2009	39	6	Reade						X	X	
<i>IJPDLM</i>	2009	39	5	Degeneffe, Kinsey, Stinson and Ghosh					X			
<i>IJPDLM</i>	2009	39	5	Skipper and Hanna				X				
<i>IJPDLM</i>	2009	39	5	Stewart, Kolluru and Smith	X							
<i>IJPDLM</i>	2009	39	5	Trestrail, Paul and Maloni				X				
<i>IJPDLM</i>	2009	39	4	Grawe, Haozhe and Daugherty	X		X				X	
<i>IJPDLM</i>	2009	39	4	Khan and Creazza	X							
<i>IJPDLM</i>	2009	39	4	Young, Swan, Thomchick and Ruamsook				X				
<i>IJPDLM</i>	2009	39	3	Bhatnagar and Chee-Chong	X		X					
<i>IJPDLM</i>	2009	39	2	Rao, Goldsby and Iyengar				X				
<i>IJPDLM</i>	2009	39	1	Ekwall						X		X
<i>IJPDLM</i>	2009	39	1	Tysseland							X	
<i>JBL</i>	2009	30	2	Chen, Daugherty and Landry				X				
<i>JBL</i>	2009	30	2	Defec	X							
<i>JBL</i>	2009	30	2	Greer and Ford							X	

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych./ socio).	Psych. theories for indiv.	Soc. Theories of org.	Other
<i>JBL</i>	2009	30	2	Hofer, Knemeyer and Dresner								X				X
<i>JBL</i>	2009	30	2	Kovacs and Tatham	X											
<i>JBL</i>	2009	30	2	Saldanha, Tyworth, Swan and Russell			X									
<i>JBL</i>	2009	30	2	Shapiro and Wagner			X									
<i>JBL</i>	2009	30	2	Teo and Kee- hung						X						
<i>JBL</i>	2009	30	2	Zacharia, Nix and Lusch	X											
<i>JBL</i>	2009	30	1	Acharya, Kagan and Manfredo							X					
<i>JBL</i>	2009	30	1	Chen, Daugherty and Roath						X						
<i>JBL</i>	2009	30	1	Daugherty, Haozhe, Mattioda and Graue	X											
<i>JBL</i>	2009	30	1	Kaufmann, Michel and Carter		X										X
<i>JBL</i>	2009	30	1	Lai												
<i>JSCM</i>	2009	45	4	Hawkins, Randall and Wittmann						X						X
<i>JSCM</i>	2009	45	4	Krause, Vachon and Klassen	X											
<i>JSCM</i>	2009	45	4	Pullman, Maloni and Carter	X											

(continued)

Inventory
of theory

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Table AI.

Table AI.

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych./ sock). theories	Psych. theories for individ.	Soc. Theories exch.	Other
<i>JSCM</i>	2009	45	4	Yao, Dresner and Palmer	X											
<i>JSCM</i>	2009	45	3	Li and Choi	X						X				X	
<i>JSCM</i>	2009	45	3	McKone-Sweet and Lee	X							X				
<i>JSCM</i>	2009	45	3	Skilton and Robinson									X			
<i>JSCM</i>	2009	45	2	Borgani and Li	X						X				X	
<i>JSCM</i>	2009	45	2	Frazier	X											
<i>JSCM</i>	2009	45	2	Pagel and Wu				X								
<i>JSCM</i>	2009	45	2	Trautmann, Turkulainen, Hartmann and Bals												X
<i>JSCM</i>	2009	45	2	Wallenburg							X				X	
<i>JSCM</i>	2009	45	1	Belk								X				
<i>JSCM</i>	2009	45	1	Choi and Zhaohui											X	
<i>TJ</i>	2009	48	4	Kale, Choi, Paulraj and Williamson	X					X						
<i>TJ</i>	2009	48	4	Mello and Hunt												X
<i>TJ</i>	2009	48	3	Cui, Shong-Lee and Hertz								X				
<i>TJ</i>	2009	48	3	Huang and Chen									X			
<i>TJ</i>	2009	48	3	Lin and Lee												

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych./ theories for indiv.	Psych. theories for indiv.	Soc. Theories of org. exch.	Other
<i>TJ</i>	2009	48	3	Song and Song												
<i>TJ</i>	2009	48	2	Skipper, Hanna and Cegielski	X		X									
<i>TJ</i>	2009	48	2	Suzuki						X						
<i>TJ</i>	2009	48	2	Voss, Whipple and Closs								X				
<i>TJ</i>	2009	48	1	Russell, Ruamsook and Thomchick				X								
<i>TJ</i>	2009	48	1	Swartz and Douglas											X	
<i>TJ</i>	2009	48	1	Taylor and Roach								X				

Table AI.

Table AII.
Theory category
classification – 2008

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio. theories	Psych theories for individ.	Soc. exch.	Theories of org.	Other
<i>IJLM</i>	2008	19	3	Li et al.	X											X	
<i>IJLM</i>	2008	19	2	van Hoek, Ellinger and Johnson													X
<i>IJLM</i>	2008	19	1	Autry and Bobbitt					X								X
<i>IJLM</i>	2008	19	1	Pekkarinen	X											X	
<i>IJPDLM</i>	2008	18	10	Hovmoller Mortensen, Freytag and Arlbjorn	X				X							X	
<i>IJPDLM</i>	2008	38	9	Lumsden and Mirzabeiki								X					
<i>IJPDLM</i>	2008	38	9	Win	X												
<i>IJPDLM</i>	2008	38	8	Saen						X							
<i>IJPDLM</i>	2008	38	7	Panayides and Song	X												
<i>IJPDLM</i>	2008	38	7	Skinner, Bryant and Richey	X												
<i>IJPDLM</i>	2008	38	7	Thomas	X					X							
<i>IJPDLM</i>	2008	38	6	Chaodong, Dresner and Windle				X							X		
<i>IJPDLM</i>	2008	38	5	Carter and Rogers	X						X						X
<i>IJPDLM</i>	2008	38	5	Cho, Oarment and Sink	X												

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other socio. theories	Psych theories for indiv.	Soc. Theories exch. of org.	Other
<i>JPDLM</i>	2008	38	5	Khan and Christopher Rodrigues and Potter								X				
<i>JPDLM</i>	2008	38	5	Hsu, Kamnan, Tan and Leong								X				
<i>JPDLM</i>	2008	38	4	Jonsson and Gustavsson												X
<i>JPDLM</i>	2008	38	4	Srivastava Carter, Maltz, Tingting and Maltz									X			
<i>JPDLM</i>	2008	38	3	Everaert, Bruggemann, Sarens, Anderson and Levant												X
<i>JPDLM</i>	2008	38	3	Williams and Cuneyt								X				
<i>JPDLM</i>	2008	38	2	White, Johnson and Wilson												
<i>JPDLM</i>	2008	38	2	Wycisk, McKeivey and Hulsmann								X				
<i>JPDLM</i>	2008	38	1	Flygansver, Gadde and Haugland												X

(continued)

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Table AII.

Table AII.

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio. theories for indiv.	Psych theories for indiv.	Soc. exch.	Theories of org.	Other
<i>JPDLM</i>	2008	38	1	Skipper, Craighead, Byrd and Rainer													X
<i>JBL</i>	2008	29	2	Autry, Skinner and Lamb													X
<i>JBL</i>	2008	29	2	Autry, Zacharia and Lamb							X						
<i>JBL</i>	2008	29	2	Byrd, Pitts, Adrian and Davidson													
<i>JBL</i>	2008	29	2	Deepen, Goldsby, Knemeyer and Wallenburg													X
<i>JBL</i>	2008	29	2	Fugate, Mentzer and Flint						X							
<i>JBL</i>	2008	29	2	Jones and Zsidisin												X	
<i>JBL</i>	2008	29	2	Kumar and Kopitzke													
<i>JBL</i>	2008	29	2	Wagner									X				
<i>JBL</i>	2008	29	2	Zimm and Liu													
<i>JBL</i>	2008	29	1	Autry and Griffis													X

(continued)

Journal	Year	Vol. Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio. theories	Psych theories for indiv.	Soc. exch.	Theories of org.	Other
<i>JBL</i>	2008	29	1	Blankley, Khouja and Wiggins			X			X						
<i>JBL</i>	2008	29	1	Fawcett, Magnan and McCaier											X	
<i>JBL</i>	2008	29	1	Flint, Larsson and Gammelgaard						X						
<i>JBL</i>	2008	29	11	Galbreth, Hill and Handley												
<i>JBL</i>	2008	29	1	Kinra and Kotzab							X					
<i>JBL</i>	2008	29	1	Lambert, Dastugue and Croxtton												
<i>JBL</i>	2008	29	1	Manuj and Mentzer						X						
<i>JBL</i>	2008	29	1	Miller and deMatta												X
<i>JBL</i>	2008	29	1	Min, Kim and Chen										X		
<i>JBL</i>	2008	29	1	Sebastiao and Golicic												
<i>JBL</i>	2008	29	1	Stefansson and Russell												
<i>JBL</i>	2008	29	1	Wagner and Bode												

(continued)

Table AII.

Table AII.

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio. theories	Psych theories for indiv.	Soc. exch.	Theories of org.	Other
JSCM	2008	44	4	Azadegan, Dooley, Carter and Carter							X						
JSCM	2008	44	4	Baier, Hartmann and Moser													
JSCM	2008	44	4	Choi and Kim							X						
JSCM	2008	44	4	Petersen, Handfield, Lawson and Cousins													
JSCM	2008	44	3	Grimm					X								
JSCM	2008	44	3	Huang, Gattiker and Schwarz													
JSCM	2008	44	3	Johnson and Leenders													
JSCM	2008	44	3	Lai, Li and Zhao							X						
JSCM	2008	44	2	Terpend, Tyler, Krause and Handfield							X						
JSCM	2008	44	2	Williamson										X			
JSCM	2008	44	1	Cai and Yang							X						
JSCM	2008	44	1	Huang, Gattiker and Schroeder							X						X
JSCM	2008	44	1	Hunt and Davis													
JSCM	2008	44	1	Parker, Zsidisin and Ragatz													

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio. theories for indiv.	Psych theories for indiv.	Soc. exch.	Theories of org.	Other
JSCM	2008	44	1	Roth, Tsay, Pullman and Gray							X						
TJ	2008	47	4	Chow and Weston			X										
TJ	2008	47	4	Farris and Pohlen							X						
TJ	2008	47	4	Kumar and Verruso								X					
TJ	2008	47	4	Mello, Stank and Esper		X					X						
TJ	2008	47	3	Han, Corsi and Grimm							X						
TJ	2008	47	3	Huang and Li													
TJ	2008	47	3	Porterfield													
TJ	2008	47	2	Kumar, Jensen and Menge													X
TJ	2008	47	2	Speier, Mollenkopf and Stank													
TJ	2008	47	1	Farris								X					
TJ	2008	47	1	Maynard, Bell and Johnson												X	
TJ	2008	47	1	Moon and LeBlanc													
TJ	2008	47	1	Wong and Chung													X

Table AII.

Table AIII.
Theory category
classification – 2007

Journal	Year	Vol.	Issue	Author	Comp. Dec. Innov. Inst. Inv. Mark Econ.	Micro-Econ. Syst.	Other soc. psych/socio. theories	Psych. theories for indiv.	Soc. each. of org.	Theories of org.	Other
<i>IJLM</i>	2007	18	3	Humphries, Towriss and Wilding		X					
<i>IJLM</i>	2007	18	2	Knoppen and Christiaanse					X		
<i>IJLM</i>	2007	18	1	Chen, Mattioda and Daugherty						X	
<i>IJLM</i>	2007	18	1	Kemppainen and Vepsäläinen							X
<i>IJPDLM</i>	2007	37	9	Markley and Davis	X						
<i>IJPDLM</i>	2007	37	8	Carter, Kaufmann and Michel	X	X		X			
<i>IJPDLM</i>	2007	37	8	Lorentz and Hilmola		X		X			
<i>IJPDLM</i>	2007	37	7	Sari							
<i>IJPDLM</i>	2007	37	6	Savitskie							
<i>IJPDLM</i>	2007	37	6	Tokman, Elmadağ, Uray and Richey				X			
<i>IJPDLM</i>	2007	37	5	Min							
<i>IJPDLM</i>	2007	37	5	Perry						X	
<i>IJPDLM</i>	2007	37	4	Crujssen, Brävsy, Dullaert, Fleuren and Salomon						X	
<i>IJPDLM</i>	2007	37	4	Ellram, Tate and Carter				X			X
<i>IJPDLM</i>	2007	37	3	Varila, Seppänen and Suomala							X

(continued)

Journal	Year	Vol.	Issue	Author	Comp. Dec. Innov. Inst Inv. Mark Econ. Syst.	Micro-	Other soc. psych/ socio. theories	Psych, theories for indiv.	Soc. Theories each. of org.	Other
<i>JPDLM</i>	2007	37	3	Zokaet and Hines	X					
<i>JPDLM</i>	2007	37	2	Aas, Gribkovskaia, Halskau and Shiopak	X					
<i>JPDLM</i>	2007	37	2	Mattsson		X				
<i>JPDLM</i>	2007	37	1	Dadzie and Winston					X	
<i>JPDLM</i>	2007	37	1	Davis-Sramek, Fugate and Omar		X				
<i>JBL</i>	2007	28	2	Esper, Fugate and Davis-Sramek	X					
<i>JBL</i>	2007	28	2	Griffis, Goldsby, Cooper and Closs						X
<i>JBL</i>	2007	28	2	Hult, Boyer and Ketchen		X				X
<i>JBL</i>	2007	28	2	Panayides		X				X
<i>JBL</i>	2007	28	2	Rafiq and Jaafar		X				
<i>JBL</i>	2007	28	2	Sanders					X	
<i>JBL</i>	2007	28	1	Garcia-Dastugue and Lambert					X	
<i>JBL</i>	2007	28	1	Richey, Daugherty and Roath	X					
<i>JBL</i>	2007	28	1	Rungtusanatham, Rabinovich, Ashenbaum and Wallin					X	
<i>JBL</i>	2007	28	1	Thomas and Tyworth					X	

(continued)

Table AIII.

Table AIII.

Journal	Year	Vol.	Issue	Author	Comp. Dec. Innov. Inst Inv. Mark Econ. Syst.	Micro-Econ.	Other soc. psych/socio. theories	Psych. theories for indiv.	Soc. Theories each. of org.	Other
<i>JBL</i>	2007	28	1	Tokman, Richey, Marina and Weaver	X					
<i>JBL</i>	2007	28	1	Zacharia and Mentzer		X				
<i>JSCM</i>	2007	43	4	Das and Buddress	X					
<i>JSCM</i>	2007	43	4	Losch and Lambert	X					
<i>JSCM</i>	2007	43	4	Ruamsook, Russell and Thomchick	X					
<i>JSCM</i>	2007	43	4	Sanders, Locke, Moore and Autry	X	X				
<i>JSCM</i>	2007	43	3	Paulraj and Chen	X	X			X	
<i>JSCM</i>	2007	43	3	Prahinski and Fan	X		X			
<i>JSCM</i>	2007	43	2	Tan and Tracey Carter, Leuschner and Rogers	X				X	
<i>JSCM</i>	2007	43	2	Paulraj and Chen	X	X				
<i>JSCM</i>	2007	43	2	Stading and Altay	X					
<i>JSCM</i>	2007	43	1	Carter and Kaufmann		X			X	
<i>JSCM</i>	2007	43	1	Moschuris	X					X
<i>JSCM</i>	2007	43	1	Pearcy, Gitunipero and Wilson		X				
<i>JSCM</i>	2007	43	1	Schoenherr and Mabert		X				
<i>TJ</i>	2007	47	1	Bichou, Lai, Lun and Cheng						X

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Micro-Econ.	Syst.	Other soc. psych./ socio. theories	Psych. theories for indiv.	Soc. Theories each.	Theories of org.	Other
<i>TJ</i>	2007	46	4	Chen and Ren						X							
<i>TJ</i>	2007	46	3	Cheng and Yeh	X												
<i>TJ</i>	2007	46	3	Crujissen, Dullaert and Fleuren						X							
<i>TJ</i>	2007	46	2	Botumole, Frankel and Naslund							X						
<i>TJ</i>	2007	46	2	Wiegmans and Donders													X
<i>TJ</i>	2007	46	2	Zsidisin, Voss and Schlosser						X							
<i>TJ</i>	2007	46	1	Periatt, Chakrabarty and Lemay						X							

Table AIII.

Table AIV.
Theory category
classification – 2006

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio theories	Psych, theories for individ.	Soc. exch.	Theories of org.	Other
<i>IJLM</i>	2006	17	3	Kampstra, Ashayeri and Gattorna								X					
<i>IJLM</i>	2006	17	3	Waller, Nachtmann and Hunter			X										
<i>IJLM</i>	2006	17	2	Beamon and Kotleba			X										
<i>IJLM</i>	2006	17	2	Christopher, Peck and Towill	X												
<i>IJLM</i>	2006	17	2	Hsu, Kannan, Leong and Tan	X						X						
<i>IJLM</i>	2006	17	2	Lira <i>et al.</i>												X	
<i>IJLM</i>	2006	17	1	Kaipia, Korhonen and Hartiala							X						
<i>IJLM</i>	2006	17	1	Walters													X
<i>IJPDLM</i>	2006	36	10	Kannan and Keah Choon	X						X						
<i>IJPDLM</i>	2006	36	10	Wang <i>et al.</i>	X												
<i>IJPDLM</i>	2006	36	9	Kumar, Vrat and Shankar		X											
<i>IJPDLM</i>	2006	36	9	Mukhopadhyay and Setaputra							X						X
<i>IJPDLM</i>	2006	36	8	Gripsrud and Jahre	X						X						

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/sock theories	Psych, theories for indiv.	Soc. Theories of org.	Other
<i>IJPDLM</i>	2006	36	8	Gripsrud and Penson								X				
<i>IJPDLM</i>	2006	36	7	Halldorsson and Skjøtt-Larsen	X						X				X	
<i>IJPDLM</i>	2006	36	6	Wang and Kess						X						
<i>IJPDLM</i>	2006	36	5	Markides and Holweg							X					
<i>IJPDLM</i>	2006	36	5	Sezen						X						
<i>IJPDLM</i>	2006	36	4	DeWitt, Giunipero and Melton	X											
<i>IJPDLM</i>	2006	36	4	Lippert and Forman							X					
<i>IJPDLM</i>	2006	36	4	Wilding and Humphries	X											
<i>IJPDLM</i>	2006	36	3	Dorling, Scott and Deakins	X											
<i>IJPDLM</i>	2006	36	3	Yeung, Hoi Yan, Yeung, Selen, Chee-Chueng and Baofeng	X											
<i>IJPDLM</i>	2006	36	2	Einbock								X				
<i>IJPDLM</i>	2006	36	2	Wallace	X											
<i>IJPDLM</i>	2006	36	2	Ma and Suo	X											
<i>IJPDLM</i>	2006	36	2	Wong and Johansen						X						X

(continued)

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Table AIV.

Table AIV.

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ sock theories	Psych, theories for indiv.	Soc. exch. of org.	Theories of org.	Other
<i>IJPDLM</i>	2006	36	1	Huq, Cutright, Jones and Hensler													X
<i>IJPDLM</i>	2006	36	1	Laiwani, Disney and Naim													X
<i>IJPDLM</i>	2006	36	1	Sohal and Perry													X
<i>JBL</i>	2006	27	2	Fugate, Sahin and Mentzer		X											X
<i>JBL</i>	2006	27	2	Germain and Iyer													X
<i>JBL</i>	2006	27	2	Goncalves													X
<i>JBL</i>	2006	27	2	Kahn, Maltz and Mentzer													X
<i>JBL</i>	2006	27	2	Kotzab, Grant and Friis													X
<i>JBL</i>	2006	27	2	Richey, Tokman and Wheeler													X
<i>JBL</i>	2006	27	1	Golicis and Mentzer													X
<i>JBL</i>	2006	27	1	Keller, Lynch, Ellinger, Ozment and Calantone													X
<i>JSCM</i>	2006	42	4	Bhadury, Khurana, Peng and Zong													X

(continued)

Journal	Year	Vol.	Issue	Author	Comp.	Dec. Innov.	Inst. Inv.	Mark. Microecon.	Syst. theories	Other soc. psych/sock theories	Psych, theories for indiv.	Soc. exch. of org.	Theories of org.	Other
JSCM	2006	42	4	Ogden				X						
JSCM	2006	42	4	Sengupta, Heiser and Cook	X									
JSCM	2006	42	3	Cai, Jun and Yang				X		X				
JSCM	2006	42	3	Krause, Terpend and Petersen		X								
JSCM	2006	42	2	Kocabasoglu and Suresh				X						
JSCM	2006	42	2	Kocabasoglu and Suresh					X					
JSCM	2006	42	1	ElIram									X	
JSCM	2006	42	1	Hurkens, Valk and Wynstra					X					
JSCM	2006	42	1	Xu and Bearmon				X						
TJ	2006	45	4	Lu and Yang	X									
TJ	2006	43	4	Shao and Ji				X						

(continued)

Table AIV.

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Microecon.	Syst.	Other soc. psych/ socio theories	Psych, theories for individ.	Soc. exch.	Theories of org.	Other
<i>TJ</i>	2006	45	3	Cantor, Corsi and Grimm			X										
<i>TJ</i>	2006	43	3	Murphy and Poist												X	
<i>TJ</i>	2006	45	3	Voss, Thomas, Page, Keller and Ozment									X				
<i>TJ</i>	2006	43	2	Brooks and Ritchie							X						
<i>TJ</i>	2006	45	2	Maloni and Carter							X						
<i>TJ</i>	2006	45	1	Lu and Yang								X					

Journal	Year	Vol.	Issue	Author	Comp. Dec. Innov. Inst. Inv. Mark. Econ.	Micro-	Syst. theories indiv.	Psych. theories for socio. theories	Other soc. theories	Psych. theories for Soc. Theories of org. exch. of org. Other
<i>IJLM</i>	2005	16	2	Simatupang and Sridharan						X
<i>IJLM</i>	2005	16	1	Defee and Stank	X					
<i>IJLM</i>	2005	16	1	Forman and Lippert			X		X	
<i>IJLM</i>	2005	16	1	Holweg			X			
<i>IJLM</i>	2005	16	1	Oumar and Pujo			X			
<i>IJLM</i>	2005	16	1	Zhang, Vonderembse and Lim	X					
<i>IJPDLM</i>	2005	35	10	Knemeyer and Murphy		X				
<i>IJPDLM</i>	2005	35	10	Svensson			X			
<i>IJPDLM</i>	2005	35	8	Mello and Stank			X			
<i>IJPDLM</i>	2005	35	8	Towill			X			
<i>IJPDLM</i>	2005	35	7	Prater			X			X
<i>IJPDLM</i>	2005	35	7	Teng and Jaramillo			X			
<i>IJPDLM</i>	2005	35	6	Corsten and Felde			X			
<i>IJPDLM</i>	2005	35	6	Lasch and Janker		X			X	
<i>IJPDLM</i>	2005	35	6	Schwardt and Dethloff			X			
<i>IJPDLM</i>	2005	35	5	Pankratz			X			
<i>IJPDLM</i>	2005	35	4	Richey, Genchev and Daugherty	X					
<i>IJPDLM</i>	2005	35	4	Sawhney and Sumukadas			X			X
<i>IJPDLM</i>	2005	35	3	Carter	X					
<i>IJPDLM</i>	2005	35	3	Carter						X
<i>IJPDLM</i>	2005	35	3	Huq, Asnani, Jones and Cutright					X	

(continued)

Table AV.
Theory category
classification - 2005

Table AV.

Journal	Year	Vol.	Issue	Author	Comp.	Dec.	Innov.	Inst.	Inv.	Mark.	Econ.	Micro-	Syst.	Psych./ socio. theories for indiv.	Other Psych. theories for Soc. Theories of org.
<i>JPDLM</i>	2005	35	3	Voss, Calantone and Keller											X
<i>JPDLM</i>	2005	35	2	Lehtonen, Smáros and Holmström					X						
<i>JBL</i>	2005	26	2	Autry, Griffis, Goldsby and Bobbitt		X									
<i>JBL</i>	2005	26	2	Ballou											
<i>JBL</i>	2005	26	2	Golicic and Mentzer											X
<i>JBL</i>	2005	26	2	Stank, Davis and Fugate		X									
<i>JBL</i>	2005	26	2	Zinn, W. and Charnes					X						
<i>JBL</i>	2005	26	1	Croxton and Zinn											X
<i>JBL</i>	2005	26	1	Dadzie, Chelariu and Winston						X					
<i>JBL</i>	2005	26	1	Flint, Larsson, Gammelgaard and Mentzer					X						
<i>JBL</i>	2005	26	1	Lambert, Garcia-Dastugue and Croxton						X					
<i>JBL</i>	2005	26	1	Mollenkopf, Closs, Twede, Lee and Burgess											X
<i>JBL</i>	2005	26	1	Rabinovich											
<i>JBL</i>	2005	26	1	Sanders and Premus					X						
<i>JSCM</i>	2005	41	4	Eng											X
<i>JSCM</i>	2005	41	4	Morris and Carter						X					
<i>JSCM</i>	2005	41	4	Wagner and Buk						X					
<i>JSCM</i>	2005	41	4	Zsidisin and Smith											X

(continued)

Journal	Year	Vol.	Issue	Author	Comp. Dec.	Innov.	Inst.	Inv.	Mark.	Micro-Econ.	Syst.	Psych. theories for socio. theories indiv.	Psych. theories for Soc. exch. of org.	Other
JSCM	2005	41	3	Laframboise and Reyes	X									
JSCM	2005	41	3	Paulraj and Chen	X				X					
JSCM	2005	41	2	Fredendall, Hopkins and Bhonsle	X				X					
JSCM	3005	41	2	Sanders	X					X				
JSCM	2005	41	1	Balakrishnan and Chun Hung	X						X			
JSCM	2005	41	1	Larson, Carr, and Dhariwal						X				
JSCM	2005	41	1	McKone-Sweet, Hamilton, and Willis										X
TJ	2005	44	4	Autry and Griffis				X					X	
TJ	2005	44	4	Fung, Zhang, Leung and Law										
TJ	2005	44	4	Lai, Ngai and Cheng			X							
TJ	2005	44	4	Sornn-Friese			X							
TJ	2005	44	4	Swan	X									
TJ	2005	44	3	Brooks and Ritchie						X				
TJ	2005	44	3	Obeng and Ugboro									X	
TJ	2005	44	2	Marett					X					
TJ	2005	44	1	Allen				X						
TJ	2005	44	1	Knemeyer and Murphy					X					
TJ	2005	44	1	Moore, LeMay, Moore and Lidell								X		X

Table AV.

Table AVI.
Theory category
classification – 2004

Journal	Year	Vol.	Issue	Author	Corp. Dec.	Innov.	Inst.	Inv.	Mark.	Micro-Econ.	Syst.	Other soc. psych./socio. theories	Psych. theories for indiv.	Soc. each.	Theories of org.	Other
<i>IJLM</i>	2004	15	1	Duffy and Fearne	X								X			
<i>IJLM</i>	2004	15	1	Håkansson and Persson											X	
<i>IJPDLM</i>	2004	34	9	Svensson					X							
<i>IJPDLM</i>	2004	34	8	Iyer, Germain and Frankwick	X											
<i>IJPDLM</i>	2004	34	8	Mentzer, Soonhong and Bobbitt	X					X						
<i>IJPDLM</i>	2004	34	8	Svensson					X							
<i>IJPDLM</i>	2004	34	6	Chin, Tummala, Leung and Tang					X			X				
<i>IJPDLM</i>	2004	34	6	Gammelgaard								X				
<i>IJPDLM</i>	2004	34	5	Christopher and Lee						X						
<i>IJPDLM</i>	2004	34	5	Norrman and Jansson						X						
<i>IJPDLM</i>	2004	34	5	Spekman and Davis					X							
<i>IJPDLM</i>	2004	34	5	Zsidisin, Ellram, Carter and Cavinato						X						
<i>IJPDLM</i>	2004	34	2	Russell and Hoag										X		
<i>IJPDLM</i>	2004	34	1	Mukhopadhyay and Setoputro											X	
<i>IJPDLM</i>	2004	34	1	Svensson												X

(continued)

Journal	Year	Vol.	Issue	Author	Corp. Dec. Innov.	Inst. Inv.	Mark.	Micro-Econ.	Syst.	Other soc. psych./socio. theories for indiv.	Psych. theories for indiv.	Soc. each.	Theories of org.	Other
<i>JPDLM</i>	2004	34	1	Talluri, Cetin and Gardner			X							
<i>JBL</i>	2004	25	2	Griffs, Cooper, Goldsby and Closs										X
<i>JBL</i>	2004	25	2	Rabinovich	X			X						
<i>JBL</i>	2004	25	2	Richey, Daugherty, Genchev and Autry	X								X	
<i>JBL</i>	2004	25	2	Rodrigues, Stank and Lynch										
<i>JBL</i>	2004	25	2	Sinkovics and Roath	X									
<i>JBL</i>	2004	25	1	Nachtmann and Waller					X					
<i>JBL</i>	2004	25	1	Carter and Jennings									X	
<i>JBL</i>	2004	25	1	Min and Mentzer	X									
<i>JBL</i>	2004	25	1	Griffith, Daugherty and Lusch	X									
<i>JBL</i>	2004	25	1	Eckert, Handfield, Page and Atkin	X				X					
<i>JBL</i>	2004	25	1	Xu and Dong										X
<i>JBL</i>	2004	25	1	Zacharia and Mentzer	X				X					X

(continued)

Table AVI.

Table AVI.

Journal	Year	Vol.	Issue	Author	Corp. Dec. Innov. Inst. Inv. Mark.	Micro-Econ. Syst.	Other soc. psych./socio. theories for indiv.	Psych, theories for indiv.	Soc. Theories each. of org.	Other
JSCM	2004	40	4	Carter		X				
JSCM	2004	40	4	Tate and Billington	X	X				
JSCM	2004	40	4	Parker and Russel		X			X	
JSCM	2004	40	4	Tracey	X					
JSCM	2004	40	2	Giamakis and Croom	X					
JSCM	2004	40	2	Giamakis and Croom	X	X	X		X	X
JSCM	2004	40	2	Handfield		X				
JSCM	2004	40	2	Kaufmann and Carter	X	X			X	
JSCM	2004	40	2	Kwon and Suh		X				
JSCM	2004	40	1	Claycomb and Frankwick					X	
JSCM	2004	40	1	Knemeyer and Murphy				X		
JSCM	2004	40	1	McNally and Griffin		X				
JSCM	2004	40	1	Talluri and Ragatz	X					

(continued)

Journal	Year	Vol.	Issue	Author	Corp. Dec.	Innov.	Inst.	Inv.	Mark.	Micro-Econ.	Syst.	Other soc. psych./socio. theories	Psych. theories for indiv.	Soc. Theories of org.	Other
<i>TJ</i>	2004	43	4	Fawcett and Jackson			X								
<i>TJ</i>	2004	43	4	Wong and Fryxell										X	
<i>TJ</i>	2004	43	3	Grimm and Corsi		X									
<i>TJ</i>	2004	43	2	Baldwin and Pustay			X								
<i>TJ</i>	2004	43	2	Phang and Toh			X								
<i>TJ</i>	2004	43	2	Suzuki					X						
<i>TJ</i>	2004	43	1	Lalwani and Naim							X				
<i>TJ</i>	2004	43	1	Novack and Thomas					X						

Table AVI.

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