

THE HONG KONG POLYTECHNIC UNIVERSITY DEPARTMENT OF MANAGEMENT AND MARKETING

Departmental Research Seminar

Influential Scholarship: Improving Research Performance Metrics in the Business and Management Fields

By



Prof. Nicolai J. Foss
Copenhagen Business School;
Norwegian School of Economics;
The Hong Kong Polytechnic University

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Abstract

There is growing emphasis in academia on “influential scholarship.” Yet, what precisely constitutes such scholarship, and how it relates to traditional measures of influence, notably citation-based metrics, remains unclear. While citation metrics have long played a central role in evaluating individual researchers’ performance and impact, it is equally unclear what aspect of scholarly achievement they actually capture. To address this gap, we define and advance the notion of influential scholarship—that is, research that becomes part of the shared reasoning of a field—and argue that valid assessment of individual research performance must reflect three interrelated dimensions: productivity, impact, and prestige. Drawing on data covering all Business and Management publications over the last 30 years, we propose and operationalize three measures that capture this multidimensional nature of influential scholarship: a domain-restricted impact index (DD), a quality-of-impact index (QI), and a performance–impact index (PI) adjusted for quality and individual contributions. Using these measures, we consider rankings of star scientists in Business and Management based on these indicators and contrast them with widely used citation-based alternatives. Our results demonstrate that moving beyond simple citation counts to emphasize quality, productivity and differences in terms of individual contributions to a publication has significant implications for the resulting rankings. Overall, these metrics provide more reliable, fairer, and conceptually grounded assessments of individual research performance, with clear implications for hiring, promotion, and the responsible use of metrics in research evaluation.

Prof. Nicolai J. Foss is Professor of Strategy at the Department of Strategy and Innovation at the Copenhagen Business School (CBS), Professor II at the Norwegian School of Economics, and a Visiting Chaired Professor at the Hong Kong Polytechnic University. Prof. Foss is a Fellow of the Strategic Management Society, a member of Academia Europaea, and has been listed as a Clarivate Highly Cited Researcher since 2018.

All interested are welcome.



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