

# Robert Spekman

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10640602/publications.pdf>

Version: 2024-02-01

5  
papers

2,643  
citations

1937685

4  
h-index

2272923

4  
g-index

5  
all docs

5  
docs citations

5  
times ranked

1676  
citing authors

#	ARTICLE	IF	CITATIONS
1	Characteristics of partnership success: Partnership attributes, communication behavior, and conflict resolution techniques. Strategic Management Journal, 1994, 15, 135-152.	7.3	2,531
2	Business-to-Business Buying: Challenges and Opportunities. Customer Needs and Solutions, 2015, 2, 193-208.	0.8	95
3	Supply Chain Competency: Learning as a Key Component. SSRN Electronic Journal, 0, , .	0.4	7
4	Internet Usage Within B2B Relationships and Its Impact on Value Creation: A Conceptual Model and Research Propositions. SSRN Electronic Journal, 2001, , .	0.4	5
5	Partnership Performance in Supply Chains - The Impact of Collaboration. SSRN Electronic Journal, 2003, , .	0.4	5