

Robert Spekman

List of Publications by Year in descending order

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

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