

HÃ¥kan HÃ¥kansson

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10662858/publications.pdf>

Version: 2024-02-01

25
papers

6,187
citations

394421

19
h-index

580821

25
g-index

26
all docs

26
docs citations

26
times ranked

2545
citing authors

#	ARTICLE	IF	CITATIONS
1	Dyadic Business Relationships within a Business Network Context. Journal of Marketing, 1994, 58, 1.	11.3	1,652
2	How should companies interact in business networks?. Journal of Business Research, 2002, 55, 133-139.	10.2	1,045
3	No business is an island: The network concept of business strategy. Scandinavian Journal of Management, 1989, 5, 187-200.	1.9	839
4	Dyadic Business Relationships within a Business Network Context. Journal of Marketing, 1994, 58, 1-15.	11.3	815
5	Strategizing in industrial networks. Industrial Marketing Management, 2003, 32, 357-364.	6.7	349
6	Accounting and network coordination. Accounting, Organizations and Society, 2004, 29, 51-72.	2.8	214
7	IMP â€“ some things achieved: much more to do. European Journal of Marketing, 2006, 40, 248-258.	2.9	211
8	Learning in Networks. Industrial Marketing Management, 1999, 28, 443-452.	6.7	204
9	Industrial marketing: An organizational problem?. Industrial Marketing Management, 1975, 4, 113-123.	6.7	159
10	Influence tactics in buyer â€” seller processes. Industrial Marketing Management, 1976, 5, 319-332.	6.7	125
11	Supplier Selection in an International Environment: An Experimental Study. Journal of Marketing Research, 1975, 12, 46.	4.8	120
12	Technological collaboration in industrial networks. European Management Journal, 1990, 8, 371-379.	5.1	88
13	A never ending story â€” Interaction patterns and economic development. Industrial Marketing Management, 2013, 42, 443-454.	6.7	66
14	Industrial renewal within the construction network. Construction Management and Economics, 2013, 31, 40-61.	3.0	59
15	Political actions in business networks a Swedish case. International Journal of Research in Marketing, 1996, 13, 431-447.	4.2	41
16	A critical discussion of models for conceptualizing the economic logic of construction. Construction Management and Economics, 2013, 31, 104-118.	3.0	34
17	The roles of money and business deals in network structures. Industrial Marketing Management, 2015, 45, 207-217.	6.7	28
18	The managerial challenge of business interaction: behind the market facade. IMP Journal, 2016, 10, 154-171.	0.8	22

#	ARTICLE	IF	CITATIONS
19	Accounting in an Interorganizational Setting. Handbooks of Management Accounting Research, 2006, , 885-902.	0.3	21
20	Four decades of IMP research – the development of a research network. IMP Journal, 2018, 12, 6-36.	0.8	21
21	Innovation networks or innovation within networks. IMP Journal, 2017, 11, 178-206.	0.8	20
22	Managing renewal in fragmented business networks. IMP Journal, 2016, 10, 81-106.	0.8	14
23	The marketing-accounting interface – problems and opportunities. Industrial Marketing Management, 2015, 46, 3-10.	6.7	12
24	Caught in the middle: Buying from markets and selling to networks. Industrial Marketing Management, 2015, 49, 4-14.	6.7	12
25	Industrial Marketing as an Organizational Problem: A Case Study. European Journal of Marketing, 1979, 13, 81-93.	2.9	11