

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 | Four decades of IMP research – the development of a research network. <i>IMP Journal</i> , 2018, 12, 6-36. | 0.8 | 21 |
| 2 | Innovation networks or innovation within networks. <i>IMP Journal</i> , 2017, 11, 178-206. | 0.8 | 20 |
| 3 | The managerial challenge of business interaction: behind the market façade. <i>IMP Journal</i> , 2016, 10, 154-171. | 0.8 | 22 |
| 4 | Managing renewal in fragmented business networks. <i>IMP Journal</i> , 2016, 10, 81-106. | 0.8 | 14 |
| 5 | The marketing-accounting interface – problems and opportunities. <i>Industrial Marketing Management</i> , 2015, 46, 3-10. | 6.7 | 12 |
| 6 | Caught in the middle: Buying from markets and selling to networks. <i>Industrial Marketing Management</i> , 2015, 49, 4-14. | 6.7 | 12 |
| 7 | The roles of money and business deals in network structures. <i>Industrial Marketing Management</i> , 2015, 45, 207-217. | 6.7 | 28 |
| 8 | A never ending story – Interaction patterns and economic development. <i>Industrial Marketing Management</i> , 2013, 42, 443-454. | 6.7 | 66 |
| 9 | A critical discussion of models for conceptualizing the economic logic of construction. <i>Construction Management and Economics</i> , 2013, 31, 104-118. | 3.0 | 34 |
| 10 | Industrial renewal within the construction network. <i>Construction Management and Economics</i> , 2013, 31, 40-61. | 3.0 | 59 |
| 11 | IMP – some things achieved: much more to do. <i>European Journal of Marketing</i> , 2006, 40, 248-258. | 2.9 | 211 |
| 12 | Accounting in an Interorganizational Setting. <i>Handbooks of Management Accounting Research</i> , 2006, , 885-902. | 0.3 | 21 |
| 13 | Accounting and network coordination. <i>Accounting, Organizations and Society</i> , 2004, 29, 51-72. | 2.8 | 214 |
| 14 | Strategizing in industrial networks. <i>Industrial Marketing Management</i> , 2003, 32, 357-364. | 6.7 | 349 |
| 15 | How should companies interact in business networks?. <i>Journal of Business Research</i> , 2002, 55, 133-139. | 10.2 | 1,045 |
| 16 | Learning in Networks. <i>Industrial Marketing Management</i> , 1999, 28, 443-452. | 6.7 | 204 |
| 17 | Political actions in business networks a Swedish case. <i>International Journal of Research in Marketing</i> , 1996, 13, 431-447. | 4.2 | 41 |
| 18 | Dyadic Business Relationships within a Business Network Context. <i>Journal of Marketing</i> , 1994, 58, 1-15. | 11.3 | 815 |

| # | ARTICLE | IF | CITATIONS |
|----|---|------|-----------|
| 19 | Dyadic Business Relationships within a Business Network Context. <i>Journal of Marketing</i> , 1994, 58, 1. | 11.3 | 1,652 |
| 20 | Technological collaboration in industrial networks. <i>European Management Journal</i> , 1990, 8, 371-379. | 5.1 | 88 |
| 21 | No business is an island: The network concept of business strategy. <i>Scandinavian Journal of Management</i> , 1989, 5, 187-200. | 1.9 | 839 |
| 22 | Industrial Marketing as an Organizational Problem: A Case Study. <i>European Journal of Marketing</i> , 1979, 13, 81-93. | 2.9 | 11 |
| 23 | Influence tactics in buyer " seller processes. <i>Industrial Marketing Management</i> , 1976, 5, 319-332. | 6.7 | 125 |
| 24 | Industrial marketing: An organizational problem?. <i>Industrial Marketing Management</i> , 1975, 4, 113-123. | 6.7 | 159 |
| 25 | Supplier Selection in an International Environment: An Experimental Study. <i>Journal of Marketing Research</i> , 1975, 12, 46. | 4.8 | 120 |