

Daniel Kindström

List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

28
papers

2,120
citations

18
h-index

29
g-index

29
ext. papers

2,431
ext. citations

4.9
avg, IF

5.65
L-index

#	Paper	IF	Citations
28	Market-shaping strategies: A conceptual framework for generating market outcomes. <i>Industrial Marketing Management</i> , 2021 , 96, 254-266	6.9	9
27	Proactivity and responsiveness in value creation: a conceptual typology of market strategies. <i>Journal of Business and Industrial Marketing</i> , 2021 , 36, 72-85	3	2
26	Market-shaping phases – qualitative meta-analysis and conceptual framework. <i>AMS Review</i> , 2021 , 11, 354-374	3	1
25	Exploring proactive market strategies. <i>Industrial Marketing Management</i> , 2020 , 84, 75-88	6.9	15
24	Value-based selling: a multi-component exploration. <i>Journal of Business and Industrial Marketing</i> , 2019 , 34, 360-373	3	11
23	Unraveling firm-level activities for shaping markets. <i>Industrial Marketing Management</i> , 2018 , 68, 36-45	6.9	41
22	Driving forces for and barriers to providing energy services – study of local and regional energy companies in Sweden. <i>Energy Efficiency</i> , 2017 , 10, 21-39	3	13
21	Driver Configurations for Successful Service Infusion. <i>Journal of Service Research</i> , 2017 , 20, 275-291	6	55
20	Exploring proactive niche market strategies in the steel industry: Activities and implications. <i>Industrial Marketing Management</i> , 2016 , 55, 119-130	6.9	15
19	Service flexibility: conceptualizing value creation in service. <i>Journal of Service Theory and Practice</i> , 2016 , 26, 868-888	3.1	9
18	Local and regional energy companies offering energy services: Key activities and implications for the business model. <i>Applied Energy</i> , 2016 , 171, 491-500	10.7	27
17	Triadic Value Propositions: When It Takes More Than Two to Tango. <i>Service Science</i> , 2016 , 8, 282-299	2.2	24
16	What service transition? Rethinking established assumptions about manufacturers' service-led growth strategies. <i>Industrial Marketing Management</i> , 2015 , 45, 59-69	6.9	191
15	Adding services to product-based portfolios. <i>Journal of Service Management</i> , 2015 , 26, 372-393	7.4	42
14	The evolution of service innovation research: a critical review and synthesis. <i>Service Industries Journal</i> , 2014 , 34, 373-398	5.7	201
13	Service innovation in product-centric firms: a multidimensional business model perspective. <i>Journal of Business and Industrial Marketing</i> , 2014 , 29, 96-111	3	228
12	Enabling service innovation: A dynamic capabilities approach. <i>Journal of Business Research</i> , 2013 , 66, 1063-1073	8.7	329

11	ICT as a catalyst for service business orientation. <i>Journal of Business and Industrial Marketing</i> , 2013 , 28, 506-513	3	75
10	Service infusion as agile incrementalism in action. <i>Journal of Business Research</i> , 2012 , 65, 765-772	8.7	123
9	Visualizing the value of service-based offerings: empirical findings from the manufacturing industry. <i>Journal of Business and Industrial Marketing</i> , 2012 , 27, 538-546	3	36
8	Internalisation or externalisation?. <i>Managing Service Quality</i> , 2011 , 21, 373-391		61
7	The risks of providing services. <i>Journal of Service Management</i> , 2011 , 22, 390-408	7.4	64
6	Managing industrial service offerings in global business markets. <i>Journal of Business and Industrial Marketing</i> , 2011 , 26, 181-192	3	47
5	Towards a service-based business model [Key aspects for future competitive advantage. <i>European Management Journal</i> , 2010 , 28, 479-490	4.8	267
4	Development of industrial service offerings: a process framework. <i>Journal of Service Management</i> , 2009 , 20, 156-172	7.4	187
3	Managing industrial service offerings: requirements on content and processes. <i>International Journal of Services, Technology and Management</i> , 2009 , 11, 42	0.2	38
2	Value Visualization Strategies for PSS Development 2009 , 159-181		8
1	The next step for e-business among mature and established companies: a focus on revenue and differentiation instead of costs. <i>International Journal of Electronic Business</i> , 2008 , 6, 462	0.8	1