

# Erik Jan Hultink

## List of Publications by Year in descending order

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39  
papers

7,860  
citations

159358

30  
h-index

315357

38  
g-index

41  
all docs

41  
docs citations

41  
times ranked

6148  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Circular Economy – A new sustainability paradigm?. Journal of Cleaner Production, 2017, 143, 757-768.	4.6	3,864
2	Product Design in a Circular Economy: Development of a Typology of Key Concepts and Terms. Journal of Industrial Ecology, 2017, 21, 517-525.	2.8	392
3	The Impact of Market Orientation, Product Advantage, and Launch Proficiency on New Product Performance and Organizational Performance. Journal of Product Innovation Management, 2004, 21, 79-94.	5.2	381
4	Design thinking to enhance the sustainable business modelling process – A workshop based on a value mapping process. Journal of Cleaner Production, 2016, 135, 1218-1232.	4.6	313
5	How Today's Consumers Perceive Tomorrow's Smart Products <sup>*</sup> . Journal of Product Innovation Management, 2009, 26, 24-42.	5.2	215
6	Circular ecosystem innovation: An initial set of principles. Journal of Cleaner Production, 2020, 253, 119942.	4.6	206
7	Industrial Companies' Evaluation Criteria in New Product Development Gates. Journal of Product Innovation Management, 2003, 20, 22-36.	5.2	195
8	Success Factors for Service Innovation: A Meta-Analysis. Journal of Product Innovation Management, 2016, 33, 527-548.	5.2	189
9	Industrial New Product Launch Strategies and Product Development Performance. Journal of Product Innovation Management, 1997, 14, 243-257.	5.2	153
10	The Impact of Product Innovativeness on the Link between Development Speed and New Product Profitability*. Journal of Product Innovation Management, 2006, 23, 203-214.	5.2	135
11	Measuring New Product Success: The Difference that Time Perspective Makes. Journal of Product Innovation Management, 1995, 12, 392-405.	5.2	134
12	Product intelligence: its conceptualization, measurement and impact on consumer satisfaction. Journal of the Academy of Marketing Science, 2007, 35, 340-356.	7.2	130
13	Determinants of IT Usage and New Product Performance. Journal of Product Innovation Management, 2007, 24, 600-613.	5.2	126
14	Navigating the new product development process. Industrial Marketing Management, 2004, 33, 619-626.	3.7	108
15	Managing Diffusion Barriers When Launching New Products. Journal of Product Innovation Management, 2010, 27, 537-553.	5.2	102
16	External technology acquisition and product innovativeness: The moderating roles of R&D investment and configurational context. Journal of Engineering and Technology Management - JET-M, 2011, 28, 184-200.	1.4	100
17	The role of predevelopment activities in the relationship between market orientation and performance. R and D Management, 2004, 34, 295-309.	3.0	96
18	"Honey, Have You Seen Our Hamster?" Consumer Evaluations of Autonomous Domestic Products. Journal of Product Innovation Management, 2003, 20, 204-216.	5.2	92

#	ARTICLE	IF	CITATIONS
19	A Tool to Analyze, Ideate and Develop Circular Innovation Ecosystems. Sustainability, 2020, 12, 417.	1.6	92
20	New Service Development: An Analysis of 27 Years of Research. Journal of Product Innovation Management, 2012, 29, 705-714.	5.2	84
21	Addressing the design-implementation gap of sustainable business models by prototyping: A tool for planning and executing small-scale pilots. Journal of Cleaner Production, 2020, 255, 120295.	4.6	81
22	In search of generic launch strategies for new products. International Journal of Research in Marketing, 1998, 15, 269-285.	2.4	76
23	Exploring Mediating and Moderating Influences on the Links among Cycle Time, Proficiency in Entry Timing, and New Product Profitability. Journal of Product Innovation Management, 2008, 25, 370-385.	5.2	74
24	Antecedents and Consequences of Information Technology Usage in NPD: A Comparison of Dutch and U.S. Companies. Journal of Product Innovation Management, 2008, 25, 620-631.	5.2	67
25	Do Social Media Tools Impact the Development Phase? An Exploratory Study. Journal of Product Innovation Management, 2014, 31, 18-29.	5.2	59
26	Circular business model experimentation: Demystifying assumptions. Journal of Cleaner Production, 2020, 277, 122596.	4.6	48
27	The Impact of the Corporate Mind-set on New Product Launch Strategy and Market Performance. Journal of Product Innovation Management, 2010, 27, 220-237.	5.2	46
28	Understanding a Two-Sided Coin: Antecedents and Consequences of a Decomposed Product Advantage. Journal of Product Innovation Management, 2011, 28, 33-47.	5.2	46
29	The mediating role of new product development in the link between market orientation and organizational performance. Journal of Strategic Marketing, 2007, 15, 281-305.	3.7	42
30	The Relationships between Resource Configurations and Launch Strategies in Taiwan's IC Design Industry: An Exploratory Study. Journal of Product Innovation Management, 2006, 23, 259-273.	5.2	36
31	The world's path to the better mousetrap: myth or reality? An empirical investigation into the launch strategies of high and low advantage new products. European Journal of Innovation Management, 1998, 1, 106-122.	2.4	31
32	The impact of the frequency of usage of IT artifacts on predevelopment performance in the NPD process. Information and Management, 2016, 53, 422-434.	3.6	30
33	Exploration and exploitation activities for design innovation. Journal of Marketing Management, 2017, 33, 203-225.	1.2	27
34	New consumer product launch: strategies and performance. Journal of Strategic Marketing, 1999, 7, 153-174.	3.7	24
35	Balancing Development Costs and Sales to Optimize the Development Time of Product Line Additions. Journal of Product Innovation Management, 2010, 27, 336-348.	5.2	24
36	The Influence of Collaborative IT Tools on NPD. Research Technology Management, 2016, 59, 47-54.	0.6	18

#	ARTICLE	IF	CITATIONS
37	Online Platforms and the Circular Economy. Palgrave Studies in Sustainable Business in Association With Future Earth, 2019, , 435-450.	0.5	18
38	Prototyping, experimentation, and piloting in the business model context. Industrial Marketing Management, 2022, 102, 564-575.	3.7	5
39	Open Innovation, IT Orientation, and External Collaboration: Implications for the Use of New Media and Social Networking IT in New Product Development. , 2018, , 37-76.		0