

Paul Matthysens

List of Publications by Year in descending order

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52
papers

4,007
citations

168829

31
h-index

223390

49
g-index

53
all docs

53
docs citations

53
times ranked

2906
citing authors

#	ARTICLE	IF	CITATIONS
1	Platform ecosystem development in an institutionalized business market: the case of the asset management industry. <i>Journal of Business and Industrial Marketing</i> , 2023, 38, 395-413.	1.8	6
2	Platform-based servitization and business model adaptation by established manufacturers. <i>Technovation</i> , 2022, 118, 102222.	4.2	52
3	Developing and leveraging platforms in a traditional industry: An orchestration and co-creation perspective. <i>Industrial Marketing Management</i> , 2021, 92, 14-33.	3.7	33
4	Revitalizing Alignment Theory for Digital Servitization Transition. , 2021, , 261-280.		1
5	Design Preconditions for Product-Service Integration. <i>Designs</i> , 2021, 5, 29.	1.3	4
6	Toward a multilevel perspective on digital servitization. <i>International Journal of Operations and Production Management</i> , 2021, 41, 668-693.	3.5	34
7	Organizational sponsorship and service co-development: A contingency view on service co-development directiveness of business incubators. <i>Technovation</i> , 2020, 98, 102154.	4.2	16
8	Unravelling the internal and external drivers of digital servitization: A dynamic capabilities and contingency perspective on firm strategy. <i>Industrial Marketing Management</i> , 2020, 89, 265-277.	3.7	112
9	The effects of purchasing proactivity on value creation and supply risk reduction in sourcing projects: Implications for marketers' capabilities. <i>Industrial Marketing Management</i> , 2019, 83, 104-114.	3.7	12
10	Reconceptualizing value innovation for Industry 4.0 and the Industrial Internet of Things. <i>Journal of Business and Industrial Marketing</i> , 2019, 34, 1203-1209.	1.8	81
11	Internal levers for servitization: How product-oriented manufacturers can upscale product-service systems. <i>International Journal of Production Research</i> , 2018, 56, 2184-2198.	4.9	40
12	Are You Ready for Servitization? A Tool to Measure Servitization Capacity. , 2018, , 25-39.		3
13	Boosting servitization through digitization: Pathways and dynamic resource configurations for manufacturers. <i>Industrial Marketing Management</i> , 2017, 60, 42-53.	3.7	452
14	Mobilizing a network to develop a field: Enriching the business actor's mobilization analysis toolkit. <i>Industrial Marketing Management</i> , 2017, 67, 70-87.	3.7	18
15	Being flexible through customization ~ The impact of incubator focus and customization strategies on incubatee survival and growth. <i>Journal of Engineering and Technology Management - JET-M</i> , 2016, 41, 45-64.	1.4	28
16	Enhancing cost savings through early involvement of purchasing professionals in sourcing projects: Bayesian estimation of a structural equation model. <i>Journal of Purchasing and Supply Management</i> , 2016, 22, 299-310.	3.1	15
17	Aligning Marketing and Purchasing for new value creation. <i>Industrial Marketing Management</i> , 2016, 52, 60-73.	3.7	20
18	Drivers of institutional innovation in networks: unleashing the innovation potential of domesticated markets. <i>Journal of Business and Industrial Marketing</i> , 2015, 30, 414-435.	1.8	6

#	ARTICLE	IF	CITATIONS
19	Empowering the underdog: Soft power in the development of collective institutional entrepreneurship in business markets. <i>Industrial Marketing Management</i> , 2015, 48, 174-186.	3.7	19
20	Organizing mindfully for relevant process research on strategic change. <i>Journal of Business and Industrial Marketing</i> , 2014, 29, 610-618.	1.8	12
21	Structural antecedents of institutional entrepreneurship in industrial networks: A critical realist explanation. <i>Industrial Marketing Management</i> , 2013, 42, 405-420.	3.7	34
22	The impact of buyer-supplier relationships on supplier innovativeness: An empirical study in cross-border supply networks. <i>Industrial Marketing Management</i> , 2013, 42, 580-594.	3.7	96
23	Deliberate Learning Mechanisms for Stimulating Strategic Innovation Capacity. <i>Long Range Planning</i> , 2013, 46, 39-71.	2.9	70
24	The Impact of the Top Management Team's Knowledge Diversity on Organizational Ambidexterity. <i>International Studies of Management and Organization</i> , 2012, 42, 8-26.	0.4	14
25	Service-based differentiation strategies for business incubators: Exploring external and internal alignment. <i>Technovation</i> , 2012, 32, 656-670.	4.2	103
26	Value innovation, deliberate learning mechanisms and information from supply chain partners. <i>Industrial Marketing Management</i> , 2012, 41, 27-39.	3.7	88
27	Market strategy renewal as a dynamic incremental process. <i>Journal of Business Research</i> , 2012, 65, 720-728.	5.8	17
28	Building capabilities to manage strategic alliances. <i>Industrial Marketing Management</i> , 2011, 40, 875-886.	3.7	89
29	Top Management Team Functional Diversity and Firm Performance: The Moderating Role of CEO Characteristics. <i>Journal of Management Studies</i> , 2011, 48, 151-177.	6.0	241
30	Upper echelons research and managerial cognition. <i>Strategic Organization</i> , 2011, 9, 240-246.	3.1	37
31	Involving the process dimensions of time in case-based research. <i>Industrial Marketing Management</i> , 2010, 39, 91-99.	3.7	80
32	Service addition as business market strategy: identification of transition trajectories. <i>Journal of Service Management</i> , 2010, 21, 693-714.	4.4	158
33	Transitioning and co-evolving to upgrade value offerings: A competence-based marketing view. <i>Industrial Marketing Management</i> , 2009, 38, 504-512.	3.7	58
34	Moving from basic offerings to value-added solutions: Strategies, barriers and alignment. <i>Industrial Marketing Management</i> , 2008, 37, 316-328.	3.7	343
35	Value innovation in the functional foods industry. <i>British Food Journal</i> , 2008, 110, 144-155.	1.6	22
36	Value creation options for contract manufacturers: Market strategy transition and coevolution in networks. <i>Advances in Business Marketing and Purchasing</i> , 2008, , 449-477.	0.3	0

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37	Critical role and screening practices of European business incubators. <i>Technovation</i> , 2007, 27, 254-267.	4.2	287
38	Marketing and sales: optimization of a neglected relationship. <i>Journal of Business and Industrial Marketing</i> , 2006, 21, 338-345.	1.8	62
39	Value innovation in business markets: Breaking the industry recipe. <i>Industrial Marketing Management</i> , 2006, 35, 751-761.	3.7	155
40	Building competences for new customer value creation: An exploratory study. <i>Industrial Marketing Management</i> , 2006, 35, 961-973.	3.7	130
41	Global purchasing strategy: Conceptualization and measurement. <i>Industrial Marketing Management</i> , 2006, 35, 881-891.	3.7	86
42	Global purchasing: State of the art and research directions. <i>Journal of Purchasing and Supply Management</i> , 2006, 12, 170-181.	3.1	133
43	Strategic flexibility, rigidity and barriers to the development of absorptive capacity in business markets: Themes and research perspectives. <i>Industrial Marketing Management</i> , 2005, 34, 547-554.	3.7	98
44	Purchasing internationalisation on both sides of the Atlantic. <i>Journal of Purchasing and Supply Management</i> , 2005, 11, 57-71.	3.1	62
45	A technological contingency perspective on the depth and scope of international outsourcing. <i>Journal of International Management</i> , 2004, 10, 287-305.	2.4	74
46	Strategic flexibility in export expansion: growing through withdrawal. <i>International Marketing Review</i> , 2004, 21, 496-510.	2.2	50
47	A Process Model of Global Purchasing. <i>Journal of Customer Behavior</i> , 2003, 2, 305-327.	0.0	6
48	Cognitionâ€™s context: reorienting research in business market strategy. <i>Journal of Business and Industrial Marketing</i> , 2003, 18, 595-606.	1.8	48
49	Buyer profiles: an empirical investigation of changing organizational requirements. <i>Journal of Purchasing and Supply Management</i> , 2001, 7, 197-208.	1.1	50
50	The Pursuit of Global Purchasing Synergy. <i>Industrial Marketing Management</i> , 2000, 29, 539-553.	3.7	67
51	Creating competitive advantage in industrial services. <i>Journal of Business and Industrial Marketing</i> , 1998, 13, 339-355.	1.8	151
52	Getting closer and nicer: partnerships in the supply chain. <i>Long Range Planning</i> , 1994, 27, 72-83.	2.9	134