

# Niels Peter Mols

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11381210/publications.pdf>

Version: 2024-02-01

11  
papers

102  
citations

1684188

5  
h-index

1474206

9  
g-index

11  
all docs

11  
docs citations

11  
times ranked

87  
citing authors

#	ARTICLE	IF	CITATIONS
1	When to sign a contract: The timing of contractual commitments. <i>Industrial Marketing Management</i> , 2022, 104, 317-324.	6.7	0
2	The internal competitor: buyer motives and marketing strategies. <i>Journal of Strategic Marketing</i> , 2019, 27, 405-416.	5.5	1
3	Concurrent sourcing and supplier opportunism. <i>International Journal of Procurement Management</i> , 2017, 10, 89.	0.2	6
4	Plural governance: The effect of internal production on supplier performance. <i>Industrial Marketing Management</i> , 2012, 41, 874-885.	6.7	33
5	Make and Buy – An Alternative to Make or Buy? An Investigation of Four Theoretical Explanations in Danish Municipalities. <i>International Journal of Public Administration</i> , 2011, 34, 539-552.	2.3	9
6	Internal or External Production and Satisfaction with the Chosen Sourcing in Danish Municipalities: Different Theoretical Explanations. <i>Local Government Studies</i> , 2011, 37, 621-646.	2.2	6
7	When do Public Managers Imitate Each Other? Mimetic Decision Making in Contracting Decisions of Danish Municipalities. <i>Public Organization Review</i> , 2010, 10, 357-376.	2.3	14
8	The Impact of Organizational and Environmental Factors on the Implementation of Internet-Based Marketing Channels. <i>Journal of Marketing Channels</i> , 2002, 9, 103-131.	0.4	4
9	Dual channels of distribution: a transaction cost analysis and propositions. <i>International Review of Retail, Distribution and Consumer Research</i> , 2000, 10, 227-246.	2.0	28
10	The Stability of Benefit Segments in the European Market for Cash Management Services. <i>Journal of Segmentation in Marketing</i> , 1999, 3, 55-75.	0.2	1
11	European Customers' Choice of Cash Management Bank and Bank Strategies. <i>Journal of Euromarketing</i> , 1999, 7, 27-41.	0.0	0