

# Achim Walter

## List of Publications by Citations

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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.

26  
papers

2,301  
citations

14  
h-index

26  
g-index

26  
ext. papers

2,597  
ext. citations

4.6  
avg, IF

5  
L-index

#	Paper	IF	Citations
26	The impact of network capabilities and entrepreneurial orientation on university spin-off performance. <i>Journal of Business Venturing</i> , <b>2006</b> , 21, 541-567	8.3	689
25	Value Creation in Buyer-Seller Relationships: Theoretical Considerations and Empirical Results from a Supplier's Perspective. <i>Industrial Marketing Management</i> , <b>2001</b> , 30, 365-377	6.9	496
24	Functions of industrial supplier relationships and their impact on relationship quality. <i>Industrial Marketing Management</i> , <b>2003</b> , 32, 159-169	6.9	316
23	Relationship-specific factors influencing supplier involvement in customer new product development. <i>Journal of Business Research</i> , <b>2003</b> , 56, 721-733	8.7	145
22	Redefining market orientation from a relationship perspective. <i>European Journal of Marketing</i> , <b>2002</b> , 36, 1119-1139	4.4	124
21	The influence of adaptations, trust, and commitment on value-creating functions of customer relationships. <i>Journal of Business and Industrial Marketing</i> , <b>2003</b> , 18, 353-365	3	108
20	Bridging the gap between suppliers and customers through relationship promoters: theoretical considerations and empirical results. <i>Journal of Business and Industrial Marketing</i> , <b>2000</b> , 15, 86-105	3	80
19	Relationship Promoters: Driving Forces for Successful Customer Relationships. <i>Industrial Marketing Management</i> , <b>1999</b> , 28, 537-551	6.9	68
18	Championship Behaviors and Innovations Success: An Empirical Investigation of University Spin-Offs*. <i>Journal of Product Innovation Management</i> , <b>2011</b> , 28, 586-598	7.1	55
17	More is not always better: The impact of relationship functions on customer-perceived relationship value. <i>Industrial Marketing Management</i> , <b>2012</b> , 41, 136-144	6.9	51
16	Relationship-specific antecedents of customer involvement in new product development. <i>International Journal of Technology Management</i> , <b>2003</b> , 26, 482	1.2	45
15	Complex technological knowledge and value creation in science-to-industry technology transfer projects: The moderating effect of absorptive capacity. <i>Industrial Marketing Management</i> , <b>2015</b> , 47, 98-108	6.9	44
14	Formalization, Communication Quality, and Opportunistic Behavior in R&D Alliances between Competitors. <i>Journal of Product Innovation Management</i> , <b>2015</b> , 32, 954-970	7.1	31
13	Matching high-tech and high-touch in supplier-customer relationships. <i>European Journal of Marketing</i> , <b>2006</b> , 40, 292-310	4.4	17
12	Information Technology Competence and Value Creation in Supplier-Customer Relationships. <i>Journal of Relationship Marketing</i> , <b>2005</b> , 3, 45-59	2.2	6
11	Technologiebasierte Spin-offs – Ein Forschungsüberblick zu Einflussgrößen ihrer Entwicklung. <i>Journal of Business Economics</i> , <b>2011</b> , 81, 677-714	2.3	5
10	Radicalness of Technological Inventions and Young Venture Performance – The Role of Technological Competition and Product Diversity. <i>IEEE Transactions on Engineering Management</i> , <b>2013</b> , 60, 728-738	2.6	4

9	Netzwerk-Fähigkeit von Unternehmen: Konzepte, Ergebnisse und Ausblick <b>2014</b> , 267-278		4
8	Technologische Ressourcen und das Wachstum akademischer Spin-Offs <b>2007</b> , 141-164		4
7	Dysfunktionen in F&E-Kooperationen: Präventivmaßnahmen und Kooperationserfolg. <i>Schmalenbachs Zeitschrift Für Betriebswirtschaftliche Forschung</i> , <b>2010</b> , 62, 134-159	0.2	3
6	Functions, trust, and value in business relationships. <i>Advances in Business Marketing and Purchasing</i> , <b>2008</b> , 129-146	0.1	3
5	Effective Learning within Entrepreneurial Networks <b>2009</b> , 95-117		2
4	Unternehmensgründung und Funktionen von Netzwerkbeziehungen <b>2006</b> , 109-123		1
3	Akademische Spin-offs, Beziehungspromotoren und der Aufbau kooperativer Beziehungen <b>2008</b> , 167-181	0	
2	Akademische Spin-offs <b>2009</b> , 47-77		
1	Unternehmertum im Technologietransfer <b>2005</b> , 81-115		