

Achim Walter

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.

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	Complex technological knowledge and value creation in science-to-industry technology transfer projects: The moderating effect of absorptive capacity. <i>Industrial Marketing Management</i> , 2015 , 47, 98-108	10.8	44
25	Formalization, Communication Quality, and Opportunistic Behavior in R&D Alliances between Competitors. <i>Journal of Product Innovation Management</i> , 2015 , 32, 954-970	7.1	31
24	Netzwerk-Fähigkeit von Unternehmen: Konzepte, Ergebnisse und Ausblick 2014 , 267-278		4
23	Radicalness of Technological Inventions and Young Venture Performance – The Role of Technological Competition and Product Diversity. <i>IEEE Transactions on Engineering Management</i> , 2013 , 60, 728-738	2.6	4
22	More is not always better: The impact of relationship functions on customer-perceived relationship value. <i>Industrial Marketing Management</i> , 2012 , 41, 136-144	6.9	51
21	Championship Behaviors and Innovations Success: An Empirical Investigation of University Spin-Offs*. <i>Journal of Product Innovation Management</i> , 2011 , 28, 586-598	7.1	55
20	Technologiebasierte Spin-offs – Ein Forschungsüberblick zu Einflussgrößen ihrer Entwicklung. <i>Journal of Business Economics</i> , 2011 , 81, 677-714	2.3	5
19	Dysfunktionen in F&E-Kooperationen: Präventivmaßnahmen und Kooperationserfolg. <i>Schmalenbachs Zeitschrift Für Betriebswirtschaftliche Forschung</i> , 2010 , 62, 134-159	0.2	3
18	Akademische Spin-offs 2009 , 47-77		
17	Effective Learning within Entrepreneurial Networks 2009 , 95-117		2
16	Functions, trust, and value in business relationships. <i>Advances in Business Marketing and Purchasing</i> , 2008 , 129-146	0.1	3
15	Akademische Spin-offs, Beziehungspromotoren und der Aufbau kooperativer Beziehungen 2008 , 167-181		0
14	Technologische Ressourcen und das Wachstum akademischer Spin-Offs 2007 , 141-164		4
13	The impact of network capabilities and entrepreneurial orientation on university spin-off performance. <i>Journal of Business Venturing</i> , 2006 , 21, 541-567	8.3	689
12	Matching high-tech and high-touch in supplier-customer relationships. <i>European Journal of Marketing</i> , 2006 , 40, 292-310	4.4	17
11	Unternehmensgründung und Funktionen von Netzwerkbeziehungen 2006 , 109-123		1
10	Information Technology Competence and Value Creation in Supplier-Customer Relationships. <i>Journal of Relationship Marketing</i> , 2005 , 3, 45-59	2.2	6

9	Unternehmertum im Technologietransfer 2005 , 81-115		
8	Relationship-specific antecedents of customer involvement in new product development. <i>International Journal of Technology Management</i> , 2003 , 26, 482	1.2	45
7	Functions of industrial supplier relationships and their impact on relationship quality. <i>Industrial Marketing Management</i> , 2003 , 32, 159-169	6.9	316
6	Relationship-specific factors influencing supplier involvement in customer new product development. <i>Journal of Business Research</i> , 2003 , 56, 721-733	8.7	145
5	The influence of adaptations, trust, and commitment on value-creating functions of customer relationships. <i>Journal of Business and Industrial Marketing</i> , 2003 , 18, 353-365	3	108
4	Redefining market orientation from a relationship perspective. <i>European Journal of Marketing</i> , 2002 , 36, 1119-1139	4.4	124
3	Value Creation in Buyer-Seller Relationships: Theoretical Considerations and Empirical Results from a Supplier's Perspective. <i>Industrial Marketing Management</i> , 2001 , 30, 365-377	6.9	496
2	Bridging the gap between suppliers and customers through relationship promoters: theoretical considerations and empirical results. <i>Journal of Business and Industrial Marketing</i> , 2000 , 15, 86-105	3	80
1	Relationship Promoters: Driving Forces for Successful Customer Relationships. <i>Industrial Marketing Management</i> , 1999 , 28, 537-551	6.9	68