

Sören Kock

List of Publications by Year in descending order

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Version: 2024-02-01

25
papers

3,441
citations

643344

15
h-index

721071

23
g-index

25
all docs

25
docs citations

25
times ranked

2019
citing authors

#	ARTICLE	IF	CITATIONS
1	Striking the right balance in tension management. The case of coopetition in small- and medium-sized firms. <i>Journal of Business and Industrial Marketing</i> , 2022, 37, 33-47.	1.8	8
2	Coopetition â€“ Strategy and interorganizational transformation: Platform, innovation barriers, and competitive dynamics. <i>Industrial Marketing Management</i> , 2022, 104, 101-115.	3.7	8
3	Timeliness in information sharing within creative industries. Case: Finnish game design. <i>Journal of Documentation</i> , 2021, ahead-of-print, .	0.9	3
4	Strategising in Coopetitive Networks. , 2016, , 249-267.		2
5	Coopetition research in theory and practice: Growing new theoretical, empirical, and methodological domains. <i>Industrial Marketing Management</i> , 2016, 57, 4-11.	3.7	77
6	A sensemaking perspective on coopetition. <i>Industrial Marketing Management</i> , 2016, 57, 97-108.	3.7	42
7	Coopetition in a headwind â€“ The interplay of sensemaking, sensegiving, and middle managerial emotional response in cooperative strategic change development. <i>Industrial Marketing Management</i> , 2016, 58, 20-34.	3.7	27
8	Conceptualizing Coopetition Strategy as Practice: A Multilevel Interpretative Framework. <i>International Studies of Management and Organization</i> , 2016, 46, 94-109.	0.4	33
9	Tension in Co-Opetition. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2015, , 38-42.	0.1	10
10	Coopetitionâ€™ Quo vadis? Past accomplishments and future challenges. <i>Industrial Marketing Management</i> , 2014, 43, 180-188.	3.7	451
11	The coopetition paradox and tension in coopetition at multiple levels. <i>Industrial Marketing Management</i> , 2014, 43, 189-198.	3.7	303
12	Coopetition: a source of international opportunities in Finnish SMEs. <i>Competitiveness Review</i> , 2010, 20, 111-125.	1.8	52
13	Cooperation With Competitors and Internationalization: Evidence From the West Coast of Finland. <i>Journal of Euromarketing</i> , 2009, 18, 89-100.	0.0	12
14	Project business: a distinct mode of internationalization. <i>International Marketing Review</i> , 2007, 24, 695-714.	2.2	9
15	Small and Medium-sized Enterprises' Internationalization and the Influence of Importing on Exporting. <i>International Small Business Journal</i> , 2007, 25, 459-477.	2.9	58
16	The Importance of Competition and Cooperation for the Exploration of Innovation Opportunities. , 2005, , 49-66.		7
17	From listening to the customer to controlling with customer focus: facing the barriers in Nordic financial services. <i>Service Industries Journal</i> , 2003, 23, 150-165.	5.0	2
18	â€“Coopetitionâ€™ in Business Networksâ€™ to Cooperate and Compete Simultaneously. <i>Industrial Marketing Management</i> , 2000, 29, 411-426.	3.7	1,350

#	ARTICLE	IF	CITATIONS
19	Cooperation and competition in relationships between competitors in business networks. Journal of Business and Industrial Marketing, 1999, 14, 178-194.	1.8	444
20	Inward international activities in service firms – illustrated by three cases from the tourism industry. Journal of Service Management, 1997, 8, 362-376.	2.2	66
21	Relationship Marketing: the Importance of Customer-Perceived Service Quality in Retail Banking. Service Industries Journal, 1996, 16, 287-304.	5.0	122
22	Buyer Dominated Relationships in a Supply Chain-A Case Study of Four Small-Sized Suppliers. International Small Business Journal, 1996, 15, 26-40.	2.9	90
23	Buyer perceived service quality in industrial networks. Industrial Marketing Management, 1995, 24, 109-121.	3.7	56
24	Social relationships and business networks: The case of Western companies in China. International Business Review, 1995, 4, 519-535.	2.6	193
25	Implementation considerations for activity-based cost systems in service firms. Management Decision, 1995, 33, 57-63.	2.2	16