

# Christine Falkenreck

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12079091/publications.pdf>

Version: 2024-02-01

5  
papers

83  
citations

2258059

3  
h-index

2272923

4  
g-index

5  
all docs

5  
docs citations

5  
times ranked

74  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Internet of Things â€“ Chance and challenge in industrial business relationships. <i>Industrial Marketing Management</i> , 2017, 66, 181-195.	6.7	47
2	The impact of perceived innovativeness on maintaining a buyerâ€™seller relationship in health care markets: A cross-cultural study. <i>Journal of Marketing Management</i> , 2011, 27, 225-242.	2.3	21
3	From managing customers to joint venturing with customers: co-creating service value in the digital age. <i>Journal of Business and Industrial Marketing</i> , 2022, 37, 643-656.	3.0	10
4	Reputation Transfer to Enter New B-to-B Markets. <i>Contributions To Management Science</i> , 2010, , .	0.5	3
5	Design Thinking â€“ Interactively Co-creating Innovative Products That Fit the Market. , 2021, , 69-84.		2