

# Robert Spencer

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12188274/publications.pdf>

Version: 2024-02-01

19  
papers

430  
citations

840776

11  
h-index

888059

17  
g-index

19  
all docs

19  
docs citations

19  
times ranked

369  
citing authors

#	ARTICLE	IF	CITATIONS
1	The transition from products to solutions: External business model fit and dynamics. <i>Industrial Marketing Management</i> , 2013, 42, 1093-1101.	6.7	89
2	Shaping exchanges, building markets. <i>Consumption Markets and Culture</i> , 2012, 15, 133-147.	2.1	72
3	The key accountization of the firm: A case study. <i>Industrial Marketing Management</i> , 1995, 24, 123-134.	6.7	50
4	Key accounts: effectively managing strategic complexity. <i>Journal of Business and Industrial Marketing</i> , 1999, 14, 291-310.	3.0	35
5	Navigating between dyads and networks. <i>Industrial Marketing Management</i> , 2010, 39, 879-886.	6.7	28
6	Alliance Network Position, Embeddedness and Effects on the Carbon Performance of Firms in Emerging Economies. <i>Organization and Environment</i> , 2014, 27, 65-84.	4.3	21
7	Market solutions: Breaking free from dyad-centric logic and broadening the scope of S-D L. <i>Journal of Marketing Management</i> , 2012, 28, 1571-1587.	2.3	20
8	Organising for sustainable palm oil consumption: a market-based approach. <i>Consumption Markets and Culture</i> , 2015, 18, 55-71.	2.1	20
9	Supplier competence alignment: Cases from the buyer perspective in the Brazilian market. <i>Industrial Marketing Management</i> , 2006, 35, 944-960.	6.7	19
10	A dynamics-based approach to solutions typology: A case from the aerospace industry. <i>Industrial Marketing Management</i> , 2016, 58, 114-122.	6.7	17
11	Concerned innovation: The ebb and flow between market and society. <i>Industrial Marketing Management</i> , 2017, 64, 66-78.	6.7	12
12	Normal vs spectacular science: The IMP Group and BtoB marketing. <i>Industrial Marketing Management</i> , 2015, 49, 80-83.	6.7	11
13	A phase model for solution relationship development: a case study in the aerospace industry. <i>Journal of Business and Industrial Marketing</i> , 2017, 32, 625-639.	3.0	11
14	The ins and outs of market shaping: Exclusion as a darkside?. <i>Journal of Business Research</i> , 2021, 124, 483-493.	10.2	11
15	Key account management configurations and their effectiveness: A quasi-replication and extension. <i>Industrial Marketing Management</i> , 2022, 101, 98-112.	6.7	7
16	Understanding the morphing of focal nets in the solution business: a triad management perspective. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 2243-2256.	3.0	5
17	Ahoy all postmodern navigators! Conceptual havens in a stormy ocean. <i>Industrial Marketing Management</i> , 2012, 41, 365-367.	6.7	2
18	Structure-Agency: disentangling the selection and influence mechanisms in the carbon market. <i>Proceedings - Academy of Management</i> , 2013, 2013, 16754.	0.1	0

#	ARTICLE	IF	CITATIONS
19	The Effect of Network Embeddedness on the Carbon Performance of Organizations. Proceedings - Academy of Management, 2012, 2012, 16705.	0.1	0