

Kurt matzler

List of Publications by Year in descending order

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129
papers

11,122
citations

41627

51
h-index

36203

101
g-index

136
all docs

136
docs citations

136
times ranked

7709
citing authors

#	ARTICLE	IF	CITATIONS
1	Theorizing business model innovation: an organizing framework of research dimensions and future perspectives. <i>R and D Management</i> , 2022, 52, 593-609.	3.0	20
2	Analysis of Destination Images in the Emerging Ski Market: The Case Study in the Host City of the 2022 Beijing Winter Olympic Games. <i>Sustainability</i> , 2022, 14, 555.	1.6	2
3	Exploring the Tourism Experience of Beginner Skiers in the Emerging Ski Market. <i>Journal of Resources and Ecology</i> , 2022, 13, .	0.2	1
4	A motivation and ability perspective on engagement in emerging digital technologies: The case of Internet of Things solutions. <i>Long Range Planning</i> , 2021, 54, 101991.	2.9	56
5	Absorptive capacity, strategic flexibility, and business model innovation: Empirical evidence from Italian SMEs. <i>Journal of Business Research</i> , 2021, 130, 670-682.	5.8	146
6	Digital Transformation Through Exploratory and Exploitative Internet of Things Innovations: The Impact of Family Management and Technological Diversification*. <i>Journal of Product Innovation Management</i> , 2021, 38, 142-165.	5.2	72
7	Customer satisfaction management: Exploring temporal changes in nonlinearities in satisfaction formation of skiers. <i>Problems and Perspectives in Management</i> , 2021, 19, 398-417.	0.5	2
8	The impact of industry-wide and target market environmental hostility on entrepreneurial leadership in mergers and acquisitions. <i>Journal of World Business</i> , 2020, 55, 100931.	4.6	37
9	Individual innovation behavior and firm-level exploration and exploitation: how family firms make the most of their managers. <i>Review of Managerial Science</i> , 2020, 14, 809-844.	4.3	29
10	Managing change in transnational companies: does cultural distance matter. <i>European Journal of International Management</i> , 2020, 14, 494.	0.1	0
11	Crowd Innovation: The Philosopher's Stone, a Silver Bullet, or Pandora's Box?. <i>NIM Marketing Intelligence Review</i> , 2020, 12, 10-17.	0.4	1
12	Practices of Inclusion in Open Strategy. , 2019, , 87-105.		11
13	Innovation management in collaborative partnerships. <i>R and D Management</i> , 2019, 49, 3-6.	3.0	2
14	Technological Diversification: A Systematic Review of Antecedents, Outcomes and Moderating Effects. <i>International Journal of Management Reviews</i> , 2019, 21, 466-497.	5.2	36
15	Simple Rules for a Network Efficiency Business Model: The Case of Vizio. <i>California Management Review</i> , 2019, 61, 84-103.	3.4	15
16	TRIGGERING SUBORDINATE INNOVATION BEHAVIOR: THE INFLUENCE OF LEADERS' DARK PERSONALITY TRAITS AND LEVEL 5 LEADERSHIP BEHAVIOR. <i>International Journal of Innovation Management</i> , 2019, 23, 1950045.	0.7	9
17	The effect of price on word of mouth: First time versus heavy repeat visitors. <i>Tourism Management</i> , 2019, 70, 453-459.	5.8	36
18	Examining Links between Pre and Post M&A Value Creation Mechanisms' Exploitation, Exploration and Ambidexterity in Central European SMEs. <i>Long Range Planning</i> , 2018, 51, 185-203.	2.9	44

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19	The crusade of digital disruption. <i>Journal of Business Strategy</i> , 2018, 39, 13-20.	0.9	65
20	International and product diversification: Which strategy suits family managers?. <i>Global Strategy Journal</i> , 2018, 8, 184-207.	4.4	32
21	The Role of Professionalism in Innovation Contest Communities. <i>Long Range Planning</i> , 2017, 50, 243-259.	2.9	24
22	The effect of work ethic on employees' individual innovation behavior. <i>Creativity and Innovation Management</i> , 2017, 26, 391-406.	1.9	17
23	How Industry Lifecycle Sets Boundary Conditions for M&A Integration. <i>Long Range Planning</i> , 2017, 50, 501-517.	2.9	35
24	M&A and innovation: The role of integration and cultural differences – A central European targets perspective. <i>International Business Review</i> , 2016, 25, 76-86.	2.6	88
25	Exploring the linkage between business model (&) innovation and the strategy of the firm. <i>R and D Management</i> , 2016, 46, 403-413.	3.0	59
26	The complementing and facilitating nature of common ground in acquisitions – why task and human integration are still necessary in the presence of common ground. <i>International Journal of Human Resource Management</i> , 2016, 27, 2505-2530.	3.3	16
27	Speed of acquisition integration: Separating the role of human and task integration. <i>Scandinavian Journal of Management</i> , 2016, 32, 150-165.	1.0	38
28	The sharing economy: Your business model's friend or foe?. <i>Business Horizons</i> , 2016, 59, 663-672.	3.4	265
29	Perspiration and inspiration: Grit and innovativeness as antecedents of entrepreneurial success. <i>Journal of Economic Psychology</i> , 2016, 56, 232-243.	1.1	72
30	The ability and willingness of family-controlled firms to arrive at organizational ambidexterity. <i>Journal of Family Business Strategy</i> , 2016, 7, 105-116.	3.7	60
31	Capturing Relatedness: Comprehensive Measures based on Secondary Data. <i>British Journal of Management</i> , 2016, 27, 197-213.	3.3	14
32	Leadership and the wisdom of crowds: how to tap into the collective intelligence of an organization. <i>Strategy and Leadership</i> , 2016, 44, 30-35.	0.3	18
33	The moderating effects of decision-making preferences on M&A integration speed and performance. <i>International Journal of Human Resource Management</i> , 2016, 27, 2436-2460.	3.3	29
34	Brand personality and culture: The role of cultural differences on the impact of brand personality perceptions on tourists' visit intentions. <i>Tourism Management</i> , 2016, 52, 507-520.	5.8	143
35	Unveiling the myths of M&A integration: challenging general management and consulting practice. <i>Journal of Business Strategy</i> , 2015, 36, 16-24.	0.9	12
36	The Impact of Family Ownership, Management, and Governance on Innovation. <i>Journal of Product Innovation Management</i> , 2015, 32, 319-333.	5.2	196

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37	Machiavellianism or Morality: Which Behavior Pays Off In Online Innovation Contests?. Journal of Management Information Systems, 2015, 32, 197-228.	2.1	49
38	Self-esteem and transformational leadership. Journal of Managerial Psychology, 2015, 30, 815-831.	1.3	34
39	Why business model innovations fail. Journal of Business Strategy, 2015, 36, 29-38.	0.9	22
40	Switching experience, customer satisfaction, and switching costs in the ICT industry. Journal of Service Management, 2015, 26, 117-136.	4.4	59
41	User Roles and Contributions in Innovation-Contest Communities. Journal of Management Information Systems, 2014, 31, 273-308.	2.1	178
42	Intuition: the missing ingredient for good managerial decision-making. Journal of Business Strategy, 2014, 35, 31-40.	0.9	6
43	The Role of Intuition and Deliberation for Exploration and Exploitation Success. Creativity and Innovation Management, 2014, 23, 252-263.	1.9	12
44	Antecedents of M&A success: The role of strategic complementarity, cultural fit, and degree and speed of integration. Strategic Management Journal, 2014, 35, 269-291.	4.7	322
45	Intuition's value for organizational innovativeness and why managers still refrain from using it. Management Decision, 2014, 52, 526-539.	2.2	12
46	Unlocking laggard markets: innovation without high tech. Journal of Business Strategy, 2014, 35, 19-25.	0.9	12
47	Vertrauen in unternehmerisch geprägten KMUs. , 2014, , 95-109.		0
48	CORPORATE CULTURE AS AN ANTECEDENT OF SUCCESSFUL EXPLORATION AND EXPLOITATION. International Journal of Innovation Management, 2013, 17, 1350025.	0.7	33
49	Predicting new product success with prediction markets in online communities. R and D Management, 2013, 43, 420-432.	3.0	14
50	Business model innovation: coffee triumphs for Nespresso. Journal of Business Strategy, 2013, 34, 30-37.	0.9	128
51	SPECIAL ISSUE ON BUSINESS MODEL INNOVATION – EDITORIAL NOTE. International Journal of Innovation Management, 2013, 17, 1302001.	0.7	12
52	Democratizing Strategy: How Crowdsourcing Can Be Used for Strategy Dialogues. California Management Review, 2012, 54, 44-68.	3.4	194
53	Consumers' Creative Talent: Which Characteristics Qualify Consumers for Open Innovation Projects? An Exploration of Asymmetrical Effects. Creativity and Innovation Management, 2012, 21, 247-262.	1.9	71
54	Virtual Worlds as Collaborative Innovation and Knowledge Platform. , 2012, , .		3

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55	Classification of the destination attributes in the content of competitiveness (by revised) Tj ETQq1 1 0.784314 rgBT /Overlock 10 Tf 50	2.5	79
56	Learning From the Best: Implications From Successful Companies for Higher Education Management. Innovation, Technology and Knowledge Management, 2012, , 137-154.	0.4	2
57	Personality, personâ€“brand fit, and brand community: An investigation of individuals, brands, and brand communities. Journal of Marketing Management, 2011, 27, 874-890.	1.2	92
58	Personality traits, affective commitment, documentation of knowledge, and knowledge sharing. International Journal of Human Resource Management, 2011, 22, 296-310.	3.3	133
59	Differences in corporate environmentalism – a comparative analysis of leading US and German companies. European Journal of International Management, 2011, 5, 122.	0.1	11
60	Experience design for communities in virtual worlds: come for the attraction, stay for the interaction. International Journal of Web Based Communities, 2011, 7, 174.	0.2	1
61	Communitition: The Tension between Competition and Collaboration in Communityâ€“Based Design Contests. Creativity and Innovation Management, 2011, 20, 3-21.	1.9	215
62	Virtual worlds as knowledge management platform - a practice-perspective. Information Systems Journal, 2011, 21, 479-501.	4.1	79
63	Avatar-based innovation: Consequences of the virtual co-creation experience. Computers in Human Behavior, 2011, 27, 160-168.	5.1	120
64	Consumer Confusion in Internet-Based Mass Customization: Testing a Network of Antecedents and Consequences. Journal of Consumer Policy, 2011, 34, 231-247.	0.6	52
65	Antecedents of knowledge sharing â€“ Examining the influence of learning and performance orientation. Journal of Economic Psychology, 2011, 32, 317-329.	1.1	131
66	Personality, basic emotions, and satisfaction: Primary emotions in the mountaineering experience. Tourism Management, 2011, 32, 1423-1430.	5.8	180
67	Dispositional Empathy and the Hierarchical Structure of Personality. American Journal of Psychology, 2011, 124, 99-109.	0.5	91
68	The resource-based and the market-based approaches to cultural tourism in alpine destinations. Journal of Sustainable Tourism, 2011, 19, 877-893.	5.7	50
69	Triggers for virtual customer integration in the development of medical equipment â€” From a manufacturer and a user's perspective. Industrial Marketing Management, 2010, 39, 1376-1383.	3.7	53
70	How to Establish an Online Innovation Community? the Role of Users and Their Innovative Content. , 2010, , .		21
71	Sustaining corporate success: what drives the top performers?. Journal of Business Strategy, 2010, 31, 4-13.	0.9	12
72	Avatar-Based Innovation: Consequences of the Virtual Co-Creation Experience. , 2010, , .		5

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73	Innovation creation in online consumer groups. Markt, 2009, 48, 117-123.	0.8	6
74	Consumer Empowerment Through Internet-Based Co-creation. Journal of Management Information Systems, 2009, 26, 71-102.	2.1	483
75	Avatar-based innovation: Using virtual worlds for real-world innovation. Technovation, 2009, 29, 395-407.	4.2	200
76	Die Customer-based View der Unternehmung. , 2009, , 3-31.		5
77	Messung von Kundenzufriedenheit. , 2009, , 267-297.		5
78	Methoden zur Identifikation von Basis-, Leistungs- und Begeisterungsfaktoren. , 2009, , 319-344.		10
79	Personality traits and knowledge sharing. Journal of Economic Psychology, 2008, 29, 301-313.	1.1	264
80	Empathetic responses to advertising: Testing a network of antecedents and consequences. Marketing Letters, 2008, 19, 79-92.	1.9	34
81	Customer delight and market segmentation: An application of the three-factor theory of customer satisfaction on life style groups. Tourism Management, 2008, 29, 116-126.	5.8	256
82	Brand Community Members as a Source of Innovation. Journal of Product Innovation Management, 2008, 25, 608-619.	5.2	462
83	The Interplay of Temperament and Regulatory Focus on Consumer Problem-Solving Modes. Social and Personality Psychology Compass, 2008, 2, 1703-1718.	2.0	13
84	The impact of satisfaction and image on loyalty: the case of Alpine ski resorts. Managing Service Quality, 2008, 18, 163-178.	2.4	173
85	Risk aversion and brand loyalty: the mediating role of brand trust and brand affect. Journal of Product and Brand Management, 2008, 17, 154-162.	2.6	218
86	A Positioning Map of Skiing Areas Using Customer Satisfaction Scores. Journal of Hospitality Marketing and Management, 2008, 16, 230-245.	0.4	11
87	The Relationship between Transformational Leadership, Product Innovation and Performance in SMEs. Journal of Small Business and Entrepreneurship, 2008, 21, 139-151.	3.0	119
88	Customer Satisfaction with Alpine Ski Areas: The Moderating Effects of Personal, Situational, and Product Factors. Journal of Travel Research, 2008, 46, 403-413.	5.8	72
89	Personality Traits, Employee Satisfaction and Affective Commitment. Total Quality Management and Business Excellence, 2007, 18, 589-598.	2.4	50
90	Virtual product experience and customer participation – A chance for customer-centred, really new products. Technovation, 2007, 27, 378-387.	4.2	250

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91	Dimensions of price satisfaction: a replication and extension. International Journal of Bank Marketing, 2007, 25, 394-405.	3.6	41
92	Customer satisfaction and loyalty to Alpine ski resorts: the moderating effect of lifestyle, spending and customers' skiing skills. International Journal of Tourism Research, 2007, 9, 409-421.	2.1	65
93	Assessing asymmetric effects in the formation of employee satisfaction. Tourism Management, 2007, 28, 1093-1103.	5.8	125
94	Enduring Success. , 2007, , .		4
95	Dimensions of price satisfaction: a study in the retail banking industry. International Journal of Bank Marketing, 2006, 24, 216-231.	3.6	119
96	Who Trusts? Personality, Trust and Knowledge Sharing. Management Learning, 2006, 37, 523-540.	1.4	366
97	The Relationship between Interpersonal Trust, Employee Satisfaction, and Employee Loyalty. Total Quality Management and Business Excellence, 2006, 17, 1261-1271.	2.4	161
98	Measuring the Relative Importance of Service Dimensions in the Formation of Price Satisfaction and Service Satisfaction: A Case Study in the Hotel Industry. Scandinavian Journal of Hospitality and Tourism, 2006, 6, 179-196.	1.4	86
99	Asymmetric effects in customer satisfaction. Annals of Tourism Research, 2006, 33, 1159-1163.	3.7	70
100	Mastering knowledge in organizations. Knowledge and Process Management, 2006, 13, 1-2.	2.9	3
101	Individual determinants of brand affect: the role of the personality traits of extraversion and openness to experience. Journal of Product and Brand Management, 2006, 15, 427-434.	2.6	153
102	Usability, Emotions and Customer Satisfaction in Online Travel Booking. , 2006, , 135-146.		6
103	Kundenbewertung und Shareholder Value – Versuch einer Synthese. , 2006, , 425-445.		6
104	Die Customer-based View der Unternehmung. , 2006, , 3-30.		3
105	Messung von Kundenzufriedenheit. , 2006, , 241-270.		5
106	Methoden zur Identifikation von Basis-, Leistungs- und Begeisterungsfaktoren. , 2006, , 289-313.		0
107	Determinants of response to customer e-mail enquiries to hotels: evidence from Austria. Tourism Management, 2005, 26, 249-259.	5.8	46
108	Methods and concepts in management: significance, satisfaction and suggestions for further research ? perspectives from Germany, Austria and Switzerland. Strategic Change, 2005, 14, 1-13.	2.5	23

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109	Consequences of Customer Confusion in Online Hotel Booking. , 2005, , 306-317.		12
110	The relationship between customer satisfaction and shareholder value. Total Quality Management and Business Excellence, 2005, 16, 671-680.	2.4	40
111	Unternehmenskultur und Innovationserfolg in Klein- und Mittelunternehmen: Ergebnisse einer empirischen Studie. , 2005, , 277-292.		4
112	The asymmetric relationship between attribute-level performance and overall customer satisfaction: a reconsideration of the importanceâ€“performance analysis. Industrial Marketing Management, 2004, 33, 271-277.	3.7	580
113	A Ranking of International Tourism and Hospitality Journals. Journal of Travel Research, 2004, 42, 328-332.	5.8	123
114	Employee Satisfaction: Does Kano's Model Apply?. Total Quality Management and Business Excellence, 2004, 15, 1179-1198.	2.4	162
115	Preiszufriedenheit â€“ Prospect Theory oder Kano-Modell?. , 2004, , 181-193.		3
116	Die Customer-based View der Unternehmung. , 2004, , 3-31.		5
117	Linking customer lifetime value with shareholder value. Industrial Marketing Management, 2003, 32, 267-279.	3.7	123
118	Importance-performance analysis revisited: the role of the factor structure of customer satisfaction. Service Industries Journal, 2003, 23, 112-129.	5.0	332
119	Linking travel motivations with perceptions of destinations: The case of youth travelers in Alpine summer and winter tourism. Tourism Review, 2003, 58, 6-11.	3.8	22
120	Preiszufriedenheit. , 2003, , 303-328.		15
121	Kundenbewertung und Shareholder Value â€“ Versuch einer Synthese. , 2003, , 423-442.		0
122	The factor structure of customer satisfaction. Journal of Service Management, 2002, 13, 314-332.	2.2	340
123	Response Attitudes and Behavior of Hotel Industry to Electronic Info Requests. , 2002, , 177-186.		12
124	Guest Satisfaction Barometer and Benchmarking. Journal of Quality Assurance in Hospitality and Tourism, 2001, 2, 25-47.	1.7	17
125	Die Opponent-Prozess-Theorie als Erklrungsansatz einer Mehr-Faktor-Struktur der Kundenzufriedenheit. Marketing, Zeitschrift Fur Forschung Und Praxis, 2000, 22, 5-24.	0.2	14
126	Die Faktorstruktur der Kundenzufriedenheit. , 1999, , 99-128.		2

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127	How to make product development projects more successful by integrating Kano's model of customer satisfaction into quality function deployment. Technovation, 1998, 18, 25-38.	4.2	760
128	How to delight your customers. Journal of Product and Brand Management, 1996, 5, 6-18.	2.6	383
129	Customer Satisfaction with Alpine Ski Areas: The Moderating Effects of Personal, Situational, and Product Factors. , 0, .		1