

# Michael Kleinaltenkamp

## List of Publications by Citations

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**Version:** 2024-04-27

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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.

71  
papers

1,430  
citations

17  
h-index

37  
g-index

76  
ext. papers

1,754  
ext. citations

4.3  
avg, IF

5.07  
L-index

#	Paper	IF	Citations
71	Blueprinting the service company. <i>Journal of Business Research</i> , <b>2004</b> , 57, 392-404	8.7	283
70	How Business Customers Judge Solutions: Solution Quality and Value in Use. <i>Journal of Marketing</i> , <b>2016</b> , 80, 96-120	11	192
69	Institutional logics matter when coordinating resource integration. <i>Marketing Theory</i> , <b>2014</b> , 14, 291-309	2.5	146
68	Resource integration. <i>Marketing Theory</i> , <b>2012</b> , 12, 201-205	2.5	114
67	The bonding effects of relationship value and switching costs in industrial buyer-seller relationships: An investigation into role differences. <i>Industrial Marketing Management</i> , <b>2012</b> , 41, 82-93	6.9	86
66	German approaches to business-to-business marketing theory: origins and structure. <i>Journal of Business Research</i> , <b>2002</b> , 55, 149-155	8.7	52
65	Modelling customer process activities in interactive value creation. <i>Journal of Service Management</i> , <b>2011</b> , 22, 650-663	7.4	50
64	Property Rights Design and Market Process: Implications for Market Theory, Marketing Theory, and S-D Logic. <i>Journal of Macromarketing</i> , <b>2011</b> , 31, 148-159	1.9	47
63	Einführung in das Business-to-Business-Marketing <b>2000</b> , 171-247		38
62	Collective engagement in organizational settings. <i>Industrial Marketing Management</i> , <b>2019</b> , 80, 11-23	6.9	33
61	The value added by specific investments: a framework for managing relationships in the context of value networks. <i>Journal of Business and Industrial Marketing</i> , <b>2006</b> , 21, 65-71	3	33
60	Usage center value cocreation in multi-actor usage processes. <i>Journal of Service Theory and Practice</i> , <b>2017</b> , 27, 721-737	3.1	28
59	Mapping value in business markets: An integrative framework. <i>Industrial Marketing Management</i> , <b>2019</b> , 79, 13-20	6.9	28
58	The antecedents and consequences of humour for service. <i>Journal of Service Theory and Practice</i> , <b>2016</b> , 26, 137-162	3.1	24
57	Antecedents of knowledge generation competence and its impact on innovativeness. <i>Journal of Business and Industrial Marketing</i> , <b>2012</b> , 27, 468-485	3	23
56	Business-to-Business Markets – Status Quo and Future Trends. <i>Journal of Business Market Management</i> , <b>2007</b> , 1, 7-40		18
55	Technischer Vertrieb <b>2009</b> ,		17

54	The role of proto-institutions within the change of service ecosystems. <i>Journal of Service Theory and Practice</i> , <b>2018</b> , 28, 609-635	3.1	16
53	Managing value in use in business markets. <i>Industrial Marketing Management</i> , <b>2020</b> , 91, 563-580	6.9	16
52	Which types of multi-stage marketing increase direct customers' willingness-to-pay? Evidence from a scenario-based experiment in a B2B setting. <i>Industrial Marketing Management</i> , <b>2015</b> , 47, 175-189	6.9	15
51	Boundary objects for institutional work across service ecosystems. <i>Journal of Service Management</i> , <b>2018</b> , 29, 615-640	7.4	13
50	How Relationship Conditions Affect Suppliers' Resource Inputs. <i>Australasian Marketing Journal</i> , <b>2015</b> , 23, 117-123	5	10
49	Wie Kundenintegration effizient gelingt. <i>Marketing Review St Gallen</i> , <b>2008</b> , 25, 40-43		8
48	Customer Integration in Business-to-Business-Marketing <b>1997</b> , 27-48		8
47	A typology of business usage center members. <i>Industrial Marketing Management</i> , <b>2020</b> , 85, 21-31	6.9	8
46	Changes of Organizational Usage Processes: Attitudes, Behaviours and Consequences. <i>Marketing, Zeitschrift Fur Forschung Und Praxis</i> , <b>2018</b> , 40, 17-30	3.3	7
45	Marketing-Einführung <b>2016</b> ,		7
44	Leistungsindividualisierung und -standardisierung <b>2015</b> , 277-295		7
43	Auswahl von Vertriebswegen <b>2006</b> , 321-367		7
42	How business customers judge customer success management. <i>Industrial Marketing Management</i> , <b>2021</b> , 96, 197-212	6.9	6
41	Peter LaPlaca □The best marketer of industrial and B2B marketing research. <i>Industrial Marketing Management</i> , <b>2018</b> , 69, 125-126	6.9	5
40	Berufsbilder und Weiterbildungsbedarf im Technischen Vertrieb <b>1995</b> ,		5
39	Commentary essay on □Blueprinting the service company □managing service processes efficiently□ <i>Journal of Global Scholars of Marketing Science</i> , <b>2019</b> , 29, 281-292	2.3	4
38	The Impact of Psychological Ownership on Value in Use and Relational Outcomes. <i>Journal of Service Management Research</i> , <b>2018</b> , 2, 50-70	1.6	4
37	From the Old Economy towards the New Economy: Managing the Transformation from the Marketing Point of View <b>2004</b> , 85-109		4

36	Customization of B2B Services: Measurement and Impact on Firm Performance. <i>Journal of Service Management Research</i> , <b>2017</b> , 1, 39-56	1.6	4
35	Dispersion of marketing activities in business-to-business firms. <i>Journal of Business and Industrial Marketing</i> , <b>2019</b> , 34, 1160-1170	3	4
34	Actor Ecosystem Readiness: Understanding the Nature and Role of Human Abilities and Motivation in a Service Ecosystem. <i>Journal of Service Research</i> , 109467052110322	6	4
33	Chapter 6 Multistage Marketing. <i>Advances in Business Marketing and Purchasing</i> , <b>2012</b> , 141-174	0.1	3
32	Customer capabilities for solution offerings in business markets. <i>Industrial Marketing Management</i> , <b>2020</b> , 90, 44-59	6.9	3
31	Aligning resource integration and organizational identities in project networks. <i>Journal of Business and Industrial Marketing</i> , <b>2020</b> , 35, 1581-1589	3	3
30	Unpacking value creation and capture in B2B relationships. <i>Industrial Marketing Management</i> , <b>2021</b> , 92, 163-177	6.9	3
29	What drives the implementation of customer success management? Antecedents of customer success management from suppliers' and customers' perspectives. <i>Industrial Marketing Management</i> , <b>2022</b> , 102, 338-350	6.9	3
28	Is Marketing Academia Losing Its Way? A Commentary from a German Perspective. <i>Australasian Marketing Journal</i> , <b>2010</b> , 18, 171-173	5	2
27	Advancing marketing theory and practice: guidelines for crafting research propositions. <i>AMS Review</i> , 1	3	2
26	Engagement-driven institutionalization in market shaping: Synchronizing and stabilizing collective engagement. <i>Industrial Marketing Management</i> , <b>2021</b> , 99, 69-78	6.9	2
25	Customer Engagement in the Process of Service Provision. <i>Journal of Service Management Research</i> , <b>2019</b> , 3, 12-23	1.6	2
24	Customer acceptance of tradable service contracts. <i>Journal of Business Economics</i> , <b>2017</b> , 87, 155-183	2.3	1
23	Marketing advantages via new manufacturing technologies. <i>Robotics and Computer-Integrated Manufacturing</i> , <b>1990</b> , 7, 127-131	9.2	1
22	Innovationen durch Kundenintegration bei unternehmensbezogenen Dienstleistungen <b>2007</b> , 197-216		1
21	Markenpolitik für unternehmensbezogene Dienstleistungen <b>2008</b> , 347-364		1
20	Controlling der Kundenintegration <b>2006</b> , 343-372		1
19	Neue Strukturen in Wertschöpfungsketten auf Business-to-Business-Märkten <b>2004</b> , 187-207		1

18	Introduction to Business-to-Business Marketing. <i>Springer Texts in Business and Economics</i> , <b>2015</b> , 129-170	0.3	1
17	Theoretische Perspektiven auf Geschäftsbeziehungen [Erklärung und Gestaltung] <b>2011</b> , 45-77		1
16	Produktivität im Gesundheitssektor [Wertschöpfung in Nutzungsprozessen] <b>2014</b> , 59-87		1
15	Introduction on the Commentaries on Roger A. Layton's "There Could be More to Marketing than you Might Have Thought!". <i>Australasian Marketing Journal</i> , <b>2016</b> , 24, 238-240	5	1
14	Solution business fitness: measuring and managing across business logics. <i>Journal of Business and Industrial Marketing</i> , <b>2021</b> , 36, 1116-1129	3	1
13	A sense-based perspective on market shaping: Theorizing strategies for the origination and propagation of new resource linkages. <i>Industrial Marketing Management</i> , <b>2022</b> , 100, 145-156	6.9	0
12	Social Attribution of Value [The Case of Electronic Engagement Platforms] <b>2018</b> , 93-112		0
11	Deal-Making Negotiations by Governments and Major Product Suppliers: A Case Study of the U.S. Department of Defense and Airbus versus Boeing. <i>Advances in Business Marketing and Purchasing</i> , <b>2014</b> , 1-11	0.1	
10	Die Dynamisierung strategischer Marketing-Konzepte <b>1995</b> , 59-83		
9	Instruments of Business Relationship Management. <i>Springer Texts in Business and Economics</i> , <b>2015</b> , 195-243		3
8	Theoretical Perspectives of Business Relationships: Explanation and Configuration. <i>Springer Texts in Business and Economics</i> , <b>2015</b> , 27-54	0.3	
7	Der Wert des Kunden als Informant <b>2017</b> , 189-209		
6	Instrumente des Geschäftsbeziehungsmanagements <b>2011</b> , 195-253		
5	Einzelkundenbezogene Dienstleistungserstellung <b>2013</b> , 97-122		
4	Connect, engage, transform: how B2B researchers can engage in impactful industry collaboration. <i>Journal of Business and Industrial Marketing</i> , <b>2020</b> , 35, 1305-1310	3	
3	Leaders in industrial marketing research: 25 years of analysis. <i>Journal of Business and Industrial Marketing</i> , <b>2019</b> , 35, 586-601	3	
2	Marketing-Organisation und -Implementierung <b>2021</b> , 155-179		
1	Service Management: Scope, Challenges, and Future Developments <b>2022</b> , 53-69		

