

Michael Kleinaltenkamp

List of Publications by Year in Descending Order

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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	A sense-based perspective on market shaping: Theorizing strategies for the origination and propagation of new resource linkages. <i>Industrial Marketing Management</i> , 2022 , 100, 145-156	6.9	0
70	What drives the implementation of customer success management? Antecedents of customer success management from suppliers' and customers' perspectives. <i>Industrial Marketing Management</i> , 2022 , 102, 338-350	6.9	3
69	Service Management: Scope, Challenges, and Future Developments 2022 , 53-69		
68	Engagement-driven institutionalization in market shaping: Synchronizing and stabilizing collective engagement. <i>Industrial Marketing Management</i> , 2021 , 99, 69-78	6.9	2
67	How business customers judge customer success management. <i>Industrial Marketing Management</i> , 2021 , 96, 197-212	6.9	6
66	Solution business fitness: measuring and managing across business logics. <i>Journal of Business and Industrial Marketing</i> , 2021 , 36, 1116-1129	3	1
65	Unpacking value creation and capture in B2B relationships. <i>Industrial Marketing Management</i> , 2021 , 92, 163-177	6.9	3
64	Marketing-Organisation und -Implementierung 2021 , 155-179		
63	Customer capabilities for solution offerings in business markets. <i>Industrial Marketing Management</i> , 2020 , 90, 44-59	6.9	3
62	Aligning resource integration and organizational identities in project networks. <i>Journal of Business and Industrial Marketing</i> , 2020 , 35, 1581-1589	3	3
61	Connect, engage, transform: how B2B researchers can engage in impactful industry collaboration. <i>Journal of Business and Industrial Marketing</i> , 2020 , 35, 1305-1310	3	
60	A typology of business usage center members. <i>Industrial Marketing Management</i> , 2020 , 85, 21-31	6.9	8
59	Managing value in use in business markets. <i>Industrial Marketing Management</i> , 2020 , 91, 563-580	6.9	16
58	Commentary essay on Blueprinting the service company [managing service processes efficiently] <i>Journal of Global Scholars of Marketing Science</i> , 2019 , 29, 281-292	2.3	4
57	Collective engagement in organizational settings. <i>Industrial Marketing Management</i> , 2019 , 80, 11-23	6.9	33
56	Mapping value in business markets: An integrative framework. <i>Industrial Marketing Management</i> , 2019 , 79, 13-20	6.9	28
55	Customer Engagement in the Process of Service Provision. <i>Journal of Service Management Research</i> , 2019 , 3, 12-23	1.6	2

54	Leaders in industrial marketing research: 25 years of analysis. <i>Journal of Business and Industrial Marketing</i> , 2019 , 35, 586-601	3	
53	Dispersion of marketing activities in business-to-business firms. <i>Journal of Business and Industrial Marketing</i> , 2019 , 34, 1160-1170	3	4
52	Peter LaPlaca □The best marketer of industrial and B2B marketing research. <i>Industrial Marketing Management</i> , 2018 , 69, 125-126	6.9	5
51	The role of proto-institutions within the change of service ecosystems. <i>Journal of Service Theory and Practice</i> , 2018 , 28, 609-635	3.1	16
50	Boundary objects for institutional work across service ecosystems. <i>Journal of Service Management</i> , 2018 , 29, 615-640	7.4	13
49	Changes of Organizational Usage Processes: Attitudes, Behaviours and Consequences. <i>Marketing, Zeitschrift Fur Forschung Und Praxis</i> , 2018 , 40, 17-30	3.3	7
48	The Impact of Psychological Ownership on Value in Use and Relational Outcomes. <i>Journal of Service Management Research</i> , 2018 , 2, 50-70	1.6	4
47	Social Attribution of Value □The Case of Electronic Engagement Platforms 2018 , 93-112		0
46	Customer acceptance of tradable service contracts. <i>Journal of Business Economics</i> , 2017 , 87, 155-183	2.3	1
45	Usage center □Value cocreation in multi-actor usage processes. <i>Journal of Service Theory and Practice</i> , 2017 , 27, 721-737	3.1	28
44	Der Wert des Kunden als Informant 2017 , 189-209		
43	Customization of B2B Services: Measurement and Impact on Firm Performance. <i>Journal of Service Management Research</i> , 2017 , 1, 39-56	1.6	4
42	The antecedents and consequences of humour for service. <i>Journal of Service Theory and Practice</i> , 2016 , 26, 137-162	3.1	24
41	How Business Customers Judge Solutions: Solution Quality and Value in Use. <i>Journal of Marketing</i> , 2016 , 80, 96-120	11	192
40	Marketing-Einführung 2016 ,		7
39	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> , 2016 , 24, 238-240	5	1
38	How Relationship Conditions Affect Suppliers□Resource Inputs. <i>Australasian Marketing Journal</i> , 2015 , 23, 117-123	5	10
37	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> , 2015 , 47, 175-189	6.9	15

36	Leistungsindividualisierung und -standardisierung 2015 , 277-295		7
35	Instruments of Business Relationship Management. <i>Springer Texts in Business and Economics</i> , 2015 , 195-243		3
34	Theoretical Perspectives of Business Relationships: Explanation and Configuration. <i>Springer Texts in Business and Economics</i> , 2015 , 27-54	0.3	
33	Introduction to Business-to-Business Marketing. <i>Springer Texts in Business and Economics</i> , 2015 , 129-170	0.3	1
32	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> , 2014 , 1-11	0.1	
31	Institutional logics matter when coordinating resource integration. <i>Marketing Theory</i> , 2014 , 14, 291-309	2.5	146
30	Produktivität im Gesundheitssektor – Wertschöpfung in Nutzungsprozessen 2014 , 59-87		1
29	Einzelkundenbezogene Dienstleistungserstellung 2013 , 97-122		
28	The bonding effects of relationship value and switching costs in industrial buyer-seller relationships: An investigation into role differences. <i>Industrial Marketing Management</i> , 2012 , 41, 82-93	6.9	86
27	Resource integration. <i>Marketing Theory</i> , 2012 , 12, 201-205	2.5	114
26	Antecedents of knowledge generation competence and its impact on innovativeness. <i>Journal of Business and Industrial Marketing</i> , 2012 , 27, 468-485	3	23
25	Chapter 6 Multistage Marketing. <i>Advances in Business Marketing and Purchasing</i> , 2012 , 141-174	0.1	3
24	Property Rights Design and Market Process: Implications for Market Theory, Marketing Theory, and S-D Logic. <i>Journal of Macromarketing</i> , 2011 , 31, 148-159	1.9	47
23	Modelling customer process activities in interactive value creation. <i>Journal of Service Management</i> , 2011 , 22, 650-663	7.4	50
22	Theoretische Perspektiven auf Geschäftsbeziehungen – Erklärung und Gestaltung 2011 , 45-77		1
21	Instrumente des Geschäftsbeziehungsmanagements 2011 , 195-253		
20	Is Marketing Academia Losing Its Way? – A Commentary from a German Perspective. <i>Australasian Marketing Journal</i> , 2010 , 18, 171-173	5	2
19	Technischer Vertrieb 2009 ,		17

18	Wie Kundenintegration effizient gelingt. <i>Marketing Review St Gallen</i> , 2008 , 25, 40-43		8
17	Markenpolitik für unternehmensbezogene Dienstleistungen 2008 , 347-364		1
16	Business-to-Business Markets – Status Quo and Future Trends. <i>Journal of Business Market Management</i> , 2007 , 1, 7-40		18
15	Innovationen durch Kundenintegration bei unternehmensbezogenen Dienstleistungen 2007 , 197-216		1
14	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> , 2006 , 21, 65-71	3	33
13	Controlling der Kundenintegration 2006 , 343-372		1
12	Auswahl von Vertriebswegen 2006 , 321-367		7
11	Blueprinting the service company. <i>Journal of Business Research</i> , 2004 , 57, 392-404	8.7	283
10	Neue Strukturen in Wertschöpfungsketten auf Business-to-Business-Märkten 2004 , 187-207		1
9	From the Old Economy towards the New Economy: Managing the Transformation from the Marketing Point of View 2004 , 85-109		4
8	German approaches to business-to-business marketing theory: origins and structure. <i>Journal of Business Research</i> , 2002 , 55, 149-155	8.7	52
7	Einführung in das Business-to-Business-Marketing 2000 , 171-247		38
6	Customer Integration in Business-to-Business-Marketing 1997 , 27-48		8
5	Berufsbilder und Weiterbildungsbedarf im Technischen Vertrieb 1995 ,		5
4	Die Dynamisierung strategischer Marketing-Konzepte 1995 , 59-83		
3	Marketing advantages via new manufacturing technologies. <i>Robotics and Computer-Integrated Manufacturing</i> , 1990 , 7, 127-131	9.2	1
2	Advancing marketing theory and practice: guidelines for crafting research propositions. <i>AMS Review</i> , 1	3	2
1	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

