

Peter Naude

List of Publications by Year in descending order

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23
papers

1,137
citations

567281

15
h-index

552781

26
g-index

26
all docs

26
docs citations

26
times ranked

1000
citing authors

#	ARTICLE	IF	CITATIONS
1	How collaborative innovation networks affect new product performance: Product innovation capability, process innovation capability, and absorptive capacity. <i>Industrial Marketing Management</i> , 2018, 73, 193-205.	6.7	314
2	The influence of network effects on SME performance. <i>Industrial Marketing Management</i> , 2014, 43, 630-641.	6.7	90
3	Supplier relationship management capability: a qualification and extension. <i>Industrial Marketing Management</i> , 2016, 57, 185-200.	6.7	72
4	Relationship Quality in Business to Business Relationshipsâ€”Reviewing the Current Literatures and Proposing a New Measurement Model. <i>Psychology and Marketing</i> , 2016, 33, 297-313.	8.2	67
5	Network picturing: An action research study of strategizing in business networks. <i>Industrial Marketing Management</i> , 2016, 59, 107-119.	6.7	64
6	What sort of community is the European Conference on Information Systems? A social network analysis 1993â€“2005. <i>European Journal of Information Systems</i> , 2007, 16, 5-19.	9.2	62
7	Understanding the service infusion process as a business model reconfiguration. <i>Industrial Marketing Management</i> , 2017, 60, 151-166.	6.7	54
8	Conceptualizing and validating organizational networking as a second-order formative construct. <i>Industrial Marketing Management</i> , 2014, 43, 951-966.	6.7	51
9	Understanding types of organizational networking behaviors in the UK manufacturing sector. <i>Industrial Marketing Management</i> , 2013, 42, 1154-1166.	6.7	43
10	Do supplier perceptions of buyer fairness lead to supplier sales growth?. <i>Industrial Marketing Management</i> , 2016, 53, 160-171.	6.7	43
11	Understanding network picture complexity: An empirical analysis of contextual factors. <i>Industrial Marketing Management</i> , 2012, 41, 951-972.	6.7	39
12	Relationship learning and international customer involvement in new product design: The moderating roles of customer dependence and cultural distance. <i>Journal of Business Research</i> , 2020, 120, 42-58.	10.2	36
13	An empirical investigation of network-oriented behaviors in business-to-business markets. <i>Industrial Marketing Management</i> , 2015, 49, 167-180.	6.7	33
14	B2B analytics in the airline market: Harnessing the power of consumer big data. <i>Industrial Marketing Management</i> , 2020, 86, 52-64.	6.7	31
15	Itâ€™s in the Mix: How Firms Configure Resource Mobilization for New Product Success. <i>Journal of Product Innovation Management</i> , 2019, 36, 513-531.	9.5	25
16	Going Beyond Customers â€“ A Business Segmentation Approach Using Network Pictures to Identify Network Segments. <i>Journal of Business Market Management</i> , 2009, 3, 91-113.	0.7	19
17	A Cross-Cultural Comparison of Business Complaint Management Expectations. <i>Journal of Marketing Theory and Practice</i> , 2015, 23, 254-271.	4.3	15
18	Operationalizing Trust, Reliance, and Dependence in Business Relationships: Responding to the Ongoing Naming and Cross-Level Problems. <i>Journal of Business-to-Business Marketing</i> , 2013, 20, 193-225.	1.5	11

#	ARTICLE	IF	CITATIONS
19	Statistics in Management Education. <i>British Journal of Management</i> , 1994, 5, 73-82.	5.0	10
20	The impact of alternative financial supply chain management practices on supply risk: A relationship quality and buyer relative power perspective. <i>Industrial Marketing Management</i> , 2022, 100, 112-126.	6.7	10
21	An Analysis of B2B Relationship Quality among Iranian Managers: A Comparison between Iranian and English Managers. <i>Total Quality Management and Business Excellence</i> , 2007, 18, 861-874.	3.8	9
22	When customer involvement hinders/promotes product innovation performance: The concurrent effect of relationship quality and role ambiguity. <i>Journal of Business Research</i> , 2022, 145, 130-143.	10.2	7
23	Seeking for Solutions within a Project Setting. <i>Journal of Business Market Management</i> , 2009, 3, 151-170.	0.7	6