

Nicola Saccani

List of Publications by Citations

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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.

63

papers

2,372

citations

24

h-index

48

g-index

65

ext. papers

3,035

ext. citations

4

avg, IF

5.95

L-index

#	Paper	IF	Citations
63	The role of digital technologies for the service transformation of industrial companies. <i>International Journal of Production Research</i> , 2018 , 56, 2116-2132	7.8	250
62	Exploring How Usage-Focused Business Models Enable Circular Economy through Digital Technologies. <i>Sustainability</i> , 2018 , 10, 639	3.6	188
61	Characterizing service networks for moving from products to solutions. <i>Industrial Marketing Management</i> , 2013 , 42, 31-46	6.9	159
60	Challenges in supply chain redesign for the Circular Economy: a literature review and a multiple case study. <i>International Journal of Production Research</i> , 2019 , 57, 7395-7422	7.8	141
59	Moving from products to solutions: Strategic approaches for developing capabilities. <i>European Management Journal</i> , 2013 , 31, 390-409	4.8	137
58	Spare parts classification and demand forecasting for stock control: Investigating the gap between research and practice. <i>Omega</i> , 2012 , 40, 722-737	7.2	131
57	Navigating disruptive crises through service-led growth: The impact of COVID-19 on Italian manufacturing firms. <i>Industrial Marketing Management</i> , 2020 , 88, 225-237	6.9	117
56	Investigating the linkages between service types and supplier relationships in servitized environments. <i>International Journal of Production Economics</i> , 2014 , 149, 226-238	9.3	106
55	Performance measurement of the after-sales service network Evidence from the automotive industry. <i>Computers in Industry</i> , 2007 , 58, 698-708	11.6	101
54	Configuring the after-sales service supply chain: A multiple case study. <i>International Journal of Production Economics</i> , 2007 , 110, 52-69	9.3	101
53	Internal and external alignment in the servitization journey [Overcoming the challenges. <i>Production Planning and Control</i> , 2015 , 26, 1219-1232	4.3	86
52	The role of digital technologies to overcome Circular Economy challenges in PSS Business Models: an exploratory case study. <i>Procedia CIRP</i> , 2018 , 73, 216-221	1.8	68
51	Circular Economy in the WEEE industry: a systematic literature review and a research agenda. <i>Sustainable Production and Consumption</i> , 2020 , 23, 174-188	8.2	63
50	Service development in product-service systems: a maturity model. <i>Service Industries Journal</i> , 2013 , 33, 300-319	5.7	61
49	Business models for the service transformation of industrial firms. <i>Service Industries Journal</i> , 2017 , 37, 57-83	5.7	52
48	PSS business model conceptualization and application** This paper has also taken inspiration from the activity of the ASAP Service Management Forum (www.asapsmf.org), a community where scholars and practitioners collaborate in developing research projects and share findings in the servitization and service management fields.View all notes. <i>Production Planning and Control</i> , 2017 ,	4.3	45
47	Performance measurement systems in after-sales service: an integrated framework. <i>International Journal of Business Performance Management</i> , 2007 , 9, 145	0.7	44

46	Shaping buyer-supplier relationships in manufacturing contexts: Design and test of a contingency model. <i>Journal of Purchasing and Supply Management</i> , 2007 , 13, 26-41	5.7	37
45	Enablers, levers and benefits of Circular Economy in the Electrical and Electronic Equipment supply chain: a literature review. <i>Journal of Cleaner Production</i> , 2021 , 298, 126819	10.3	32
44	From Ownership to Service-oriented Business Models: A Survey in Capital Goods Companies and a PSS Typology. <i>Procedia CIRP</i> , 2015 , 30, 245-250	1.8	28
43	The total cost of ownership of durable consumer goods: A conceptual model and an empirical application. <i>International Journal of Production Economics</i> , 2017 , 183, 1-13	9.3	27
42	Integration techniques in customer-supplier relationships: An empirical research in the Italian industry of household appliances. <i>International Journal of Production Economics</i> , 2004 , 89, 189-205	9.3	27
41	Reshaping the Washing Machine Industry through Circular Economy and Product-Service System Business Models. <i>Procedia CIRP</i> , 2017 , 64, 43-48	1.8	26
40	Managing the after-sales logistic network – simulation study. <i>Production Planning and Control</i> , 2009 , 20, 125-134	4.3	22
39	Business Model Innovation: Process and Tools for Service Transformation of Industrial Firms. <i>Procedia CIRP</i> , 2017 , 64, 103-108	1.8	20
38	Empirically-driven hierarchical classification of stock keeping units. <i>International Journal of Production Economics</i> , 2013 , 143, 263-274	9.3	20
37	Combining make-to-order and make-to-stock inventory policies: an empirical application to a manufacturing SME. <i>Production Planning and Control</i> , 2009 , 20, 559-575	4.3	20
36	Towards Service 4.0: a new framework and research priorities. <i>Procedia CIRP</i> , 2018 , 73, 148-154	1.8	20
35	Exploring the Key Enabling Role of Digital Technologies for PSS Offerings. <i>Procedia CIRP</i> , 2016 , 47, 561-566	1.8	19
34	A Business Model Framework to Characterize Digital Multisided Platforms. <i>Journal of Open Innovation: Technology, Market, and Complexity</i> , 2020 , 6, 10	3.7	18
33	Towards Circular Economy in the Household Appliance Industry: An Overview of Cases. <i>Resources</i> , 2020 , 9, 128	3.7	17
32	The transition towards service-oriented business models: A European survey on capital goods manufacturers. <i>International Journal of Engineering Business Management</i> , 2018 , 10, 184797901875446	1.9	16
31	The relationship between customer value and pricing strategies: an empirical test. <i>Journal of Product and Brand Management</i> , 2012 , 21, 538-546	4.3	12
30	A maturity model for the servitization of product-centric companies. <i>Journal of Manufacturing Technology Management</i> , 2020 , 31, 775-797	7.1	11
29	A Framework for PSS Business Models: Formalization and Application. <i>Procedia CIRP</i> , 2016 , 47, 519-524	1.8	11

28	Research vs. Practice on Manufacturing Firms Servitization Strategies: A Gap Analysis and Research Agenda. <i>Systems</i> , 2017 , 5, 19	3	10
27	Assessing the impacts of circular economy: a framework and an application to the washing machine industry. <i>International Journal of Management and Decision Making</i> , 2019 , 18, 282	0.4	9
26	Total Cost of Ownership for Product-Service System: Application of a Prototypal Model to Aluminum Melting Furnaces. <i>Procedia CIRP</i> , 2016 , 47, 60-65	1.8	9
25	Exploring the relationship between after-sales service strategies and design for X methodologies. <i>International Journal of Product Lifecycle Management</i> , 2008 , 3, 261	1.5	8
24	Manufacturing lead time shortening and stabilisation by means of workload control: an action research and a new method. <i>Production Planning and Control</i> , 2016 , 1-11	4.3	8
23	Circular Economy and the evolution of industrial districts: A supply chain perspective. <i>International Journal of Production Economics</i> , 2021 , 108348	9.3	7
22	A complexity management approach to servitization: the role of digital platforms. <i>International Journal of Operations and Production Management</i> , 2021 , 41, 622-644	6.8	7
21	Servitisation strategies and sourcing decisions for product services: an exploratory study. <i>International Journal of Industrial and Systems Engineering</i> , 2012 , 10, 336	0.4	6
20	The Automotive Industry: Heading Towards Servitization in Turbulent Times 2014 , 55-72		6
19	Developing a Maturity Model for Digital Servitization in Manufacturing Firms. <i>Lecture Notes on Multidisciplinary Industrial Engineering</i> , 2020 , 413-425	0.3	5
18	The Repair Kit Problem with positive replenishment lead times and fixed ordering costs. <i>European Journal of Operational Research</i> , 2017 , 261, 893-902	5.6	4
17	Investment and Management Decisions in Aluminium Melting: A Total Cost of Ownership Model and Practical Applications. <i>Sustainability</i> , 2018 , 10, 3342	3.6	4
16	Managing the After Sales Logistic Network A Simulation Study of a Spare Parts Supply Chain 2007 , 313-320		4
15	Assessing the impacts of Circular Economy: a framework and an application to the washing machine industry. <i>International Journal of Management and Decision Making</i> , 2019 , 18, 1	0.4	3
14	Improving spare parts management for field services: a model and a case study for the repair kit problem. <i>IMA Journal of Management Mathematics</i> , 2016 , dpw023	1.4	2
13	Investigating Business Potential and Users Acceptance of Circular Economy: A Survey and an Evaluation Model. <i>Sustainability</i> , 2022 , 14, 609	3.6	2
12	Business Model Innovation: A Process Model and Toolset for Servitizing Industrial Firms 2018 , 97-120		1
11	Forecasting for capacity management in call centres: combining methods, organization, people and technology. <i>IMA Journal of Management Mathematics</i> , 2013 , 24, 189-207	1.4	1

10	Sourcing and Supplier Relationships for Servitized Manufacturers 2014 , 247-262		1
9	The Value and Management Practices of Installed Base Information in Product-Service Systems. <i>IFIP Advances in Information and Communication Technology</i> , 2013 , 415-421	0.5	1
8	PSS Business Models: A Structured Typology 2021 , 57-71		1
7	Research and Education in Service Science Management and Engineering: The Case of the Italian Service Management Forum. <i>Lecture Notes in Business Information Processing</i> , 2016 , 750-760	0.6	0
6	The Role of AI Platforms for the Servitization of Manufacturing Companies. <i>Progress in IS</i> , 2021 , 95-104	0.9	0
5	Methods and Tools for Overcoming the Barriers to Servitization and Service Excellence. <i>Springer Texts in Business and Economics</i> , 2022 , 175-202	0.3	0
4	Understanding the Barriers That Slow Firms Shifting from Products to Services. <i>Springer Texts in Business and Economics</i> , 2022 , 1-18	0.3	0
3	Circular Economy in the Textile Industry: Evidence from the Prato District. <i>Sustainable Production, Life Cycle Engineering and Management</i> , 2022 , 123-131	0.4	
2	Overcoming the Barriers to Service Excellence. <i>Springer Texts in Business and Economics</i> , 2022 , 19-174	0.3	
1	A Conceptual Guideline to Support Servitization Strategy Through Individual Actions 2021 , 309-326		