

Wendy van der Valk

List of Publications by Year in descending order

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Version: 2024-02-01

29
papers

1,165
citations

411340

20
h-index

591227

27
g-index

30
all docs

30
docs citations

30
times ranked

839
citing authors

#	ARTICLE	IF	CITATIONS
1	A client-centric risk-based taxonomy of service triads. <i>Service Industries Journal</i> , 2022, 42, 1211-1233.	5.0	3
2	Managing information asymmetry in publicâ€“private relationships undergoing a digital transformation: the role of contractual and relational governance. <i>International Journal of Operations and Production Management</i> , 2021, 41, 1145-1191.	3.5	62
3	Inter-organizational governance: a review, conceptualisation and extension. <i>Production Planning and Control</i> , 2020, 31, 453-469.	5.8	83
4	Framing contractual performance incentives: effects on supplier behaviour. <i>International Journal of Operations and Production Management</i> , 2019, 39, 190-213.	3.5	18
5	Drivers and barriers for adoption of a leading social management standard (SA8000) in developing economies. <i>International Journal of Physical Distribution and Logistics Management</i> , 2019, 49, 534-551.	4.4	24
6	Purchasing pension advisory services in Sweden â€“ An interpretive investigation into service conceptions and supplier selection. <i>Industrial Marketing Management</i> , 2018, 71, 108-122.	3.7	6
7	How Incomplete Contracts Foster Innovation in Interâ€“Organizational Relationships. <i>European Management Review</i> , 2016, 13, 179-192.	2.2	14
8	Fostering incremental and radical innovation through performance-based contracting in buyer-supplier relationships. <i>International Journal of Operations and Production Management</i> , 2016, 36, 1482-1503.	3.5	56
9	Using performance-based contracts to foster innovation in outsourced service delivery. <i>Industrial Marketing Management</i> , 2016, 59, 12-24.	3.7	31
10	When are contracts and trust necessary for innovation in buyer-supplier relationships? A Necessary Condition Analysis. <i>Journal of Purchasing and Supply Management</i> , 2016, 22, 266-277.	3.1	71
11	Towards a managerially useful approach to classifying services. <i>Journal of Purchasing and Supply Management</i> , 2015, 21, 113-124.	3.1	26
12	Classifying Service Triads to Gain Strategic Insights. <i>Proceedings - Academy of Management</i> , 2015, 2015, 17517.	0.0	0
13	Variety in business-to-business services and buyer-supplier interaction. <i>International Journal of Operations and Production Management</i> , 2014, 34, 195-220.	3.5	13
14	Effects of Performance-Based Contracts on Innovation in Inter-Organizational Relationships. <i>Proceedings - Academy of Management</i> , 2014, 2014, 16323.	0.0	3
15	When do they care to share? How manufacturers make contracted service partners share knowledge. <i>Industrial Marketing Management</i> , 2014, 43, 1225-1235.	3.7	23
16	Controlling outsourced service delivery: managing service quality in business service triads. <i>Total Quality Management and Business Excellence</i> , 2013, 24, 1046-1061.	2.4	35
17	Buyerâ€“supplier interaction in business-to-business services: A typology test using case research. <i>Journal of Purchasing and Supply Management</i> , 2012, 18, 137-147.	3.1	37
18	Performance-Based Contracting as an Enabler of Innovation. <i>Proceedings - Academy of Management</i> , 2012, 2012, 11483.	0.0	0

#	ARTICLE	IF	CITATIONS
19	Monitoring in service triads consisting of buyers, subcontractors and end customers. Journal of Purchasing and Supply Management, 2011, 17, 198-206.	3.1	97
20	An Agency Theory perspective on the purchase of marketing services. Industrial Marketing Management, 2010, 39, 806-819.	3.7	98
21	Buying business services: towards a structured service purchasing process. Journal of Services Marketing, 2009, 23, 3-10.	1.7	102
22	Effective buyerâ€supplier interaction patterns in ongoing service exchange. International Journal of Operations and Production Management, 2009, 29, 807-833.	3.5	45
23	Service procurement in manufacturing companies: Results of three embedded case studies. Industrial Marketing Management, 2008, 37, 301-315.	3.7	45
24	Managing the performance of outsourced customer contact centers. Journal of Purchasing and Supply Management, 2008, 14, 160-169.	3.1	32
25	Securing customer satisfaction through component service specifications. Journal of Purchasing and Supply Management, 2008, 14, 241-252.	3.1	15
26	An applicationâ€based classification to understand buyerâ€supplier interaction in business services. Journal of Service Management, 2006, 17, 474-496.	2.2	111
27	Total Cost of Ownership in the Services Sector: A Case Study. Journal of Supply Chain Management, 2006, 42, 27-37.	7.2	36
28	Dealing with dualities. Industrial Marketing Management, 2006, 35, 792-796.	3.7	24
29	Supplier involvement in new product development in the food industry. Industrial Marketing Management, 2005, 34, 681-694.	3.7	55