

Hans Kjellberg

List of Publications by Year in descending order

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Version: 2024-02-01

55
papers

2,286
citations

279701

23
h-index

289141

40
g-index

66
all docs

66
docs citations

66
times ranked

884
citing authors

#	ARTICLE	IF	CITATIONS
1	Emergence in marketing: an institutional and ecosystem framework. <i>Journal of the Academy of Marketing Science</i> , 2023, 51, 2-22.	7.2	39
2	Market mash ups: The process of combinatorial market innovation. <i>Journal of Business Research</i> , 2021, 124, 445-457.	5.8	28
3	Market expertise at work: introducing Alvin E. Roth and Michel Callon. <i>AMS Review</i> , 2021, 11, 216-218.	1.1	0
4	Theorizing markets. <i>AMS Review</i> , 2021, 11, 207-215.	1.1	2
5	The Role of Market Devices for Price and Loyalty Strategies in 20th Century U.S. Grocery Stores. <i>Journal of Macromarketing</i> , 2020, 40, 201-220.	1.7	1
6	Digitalized markets. <i>Consumption Markets and Culture</i> , 2020, 23, 97-109.	1.3	13
7	Feral segmentation: How cultural intermediaries perform market segmentation in the wild. <i>Marketing Theory</i> , 2020, 20, 429-457.	1.7	11
8	The Tower of Labels: Labelling Goods in the US Grocery Store (1922â€“2018). , 2020, , 233-270.		1
9	The ethno-graphy of prices: On the fingers of the invisible hand (1922-1947). <i>Organization</i> , 2019, 26, 492-516.	2.8	7
10	Price display technologies and price ceiling policies: governing prices in the WWII and postwar US economy (1940â€“1953). <i>Socio-Economic Review</i> , 2019, , .	2.0	4
11	Soundtracking: music listening practices in the digital age. <i>European Journal of Marketing</i> , 2019, 53, 483-503.	1.7	21
12	Thinking Market Infrastructure: Barcode Scanning in the US Grocery Retail Sector, 1967â€“2010. <i>Research in the Sociology of Organizations</i> , 2019, , 207-232.	0.5	13
13	The technologies of price display: mundane retail price governance in the early twentieth century. <i>Economy and Society</i> , 2018, 47, 572-606.	1.3	7
14	Five years! Have we not had enough of valuation studies by now?. <i>Valuation Studies</i> , 2018, 5, 83-91.	0.5	9
15	Attending to Actors and Practices: Implications for Service-Dominant Logic. , 2018, , 466-482.		2
16	Managing leaks: Shoplifting in US grocery retailing 1922â€“1969. <i>European Management Journal</i> , 2017, 35, 766-775.	3.1	5
17	Joint markets. <i>Marketing Theory</i> , 2017, 17, 95-123.	1.7	50
18	Digitalized music. , 2017, , 167-189.		3

#	ARTICLE	IF	CITATIONS
19	How users shape markets. <i>Marketing Theory</i> , 2016, 16, 445-468.	1.7	59
20	Why bother? On the rewards of small-scale academic workshops. <i>Marketing Theory</i> , 2016, 16, 263-266.	1.7	0
21	Enacting novel agencements: the case of Frequent Flyer schemes in the US airline industry (1981â€“1991). <i>Consumption Markets and Culture</i> , 2016, 19, 92-110.	1.3	14
22	Market (Re)creation Through Innovation and Entrepreneurship. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2016, , 415-416.	0.1	0
23	Exploring the performativity of marketing: theories, practices and devices. <i>Journal of Marketing Management</i> , 2015, 31, 1-15.	1.2	90
24	Forming cognitions by investing in a form: Frequent Flyer Programs in US air travel post-deregulation (1981â€“1991). <i>Industrial Marketing Management</i> , 2015, 48, 68-78.	3.7	17
25	How much is it? Price representation practices in retail markets. <i>Marketing Theory</i> , 2015, 15, 179-199.	1.7	21
26	Market innovation processes: Balancing stability and change. <i>Industrial Marketing Management</i> , 2015, 44, 4-12.	3.7	112
27	A new perspective on market dynamics. <i>Marketing Theory</i> , 2014, 14, 269-289.	1.7	96
28	Valuation Studies and the Critique of Valuation. <i>Valuation Studies</i> , 2014, 2, 87-96.	0.5	36
29	Introduction: Values and Valuations in Market Practice. <i>Journal of Cultural Economy</i> , 2013, 6, 361-369.	0.8	49
30	Valuation Studies? Our Collective Two Cents. <i>Valuation Studies</i> , 2013, 1, 11-30.	0.5	97
31	Market futures/future markets: Research directions in the study of markets. <i>Marketing Theory</i> , 2012, 12, 219-223.	1.7	49
32	Shaping exchanges, building markets. <i>Consumption Markets and Culture</i> , 2012, 15, 133-147.	1.3	72
33	Organizing Investment Banking. , 2012, , 181-201.		0
34	Brokers Selling Investment Advice. , 2012, , 85-106.		0
35	The Birth of a Share. , 2012, , 132-155.		0
36	Behind the Scenes â€” Management, Risk and Compliance. , 2012, , 156-180.		0

#	ARTICLE	IF	CITATIONS
37	Bankers " Matchmaking and Midwifery. , 2012, , 107-131.		0
38	Traders Activating the Stock Markets. , 2012, , 46-64.		0
39	Shaping Exchanges, Performing Markets: The Study of Market-ing Practices. , 2011, , 195-218.		2
40	Segmenting a market in the making: Industrial market segmentation as construction. Industrial Marketing Management, 2010, 39, 784-792.	3.7	71
41	Who performs marketing? Dimensions of agential variation in market practice. Industrial Marketing Management, 2010, 39, 1028-1037.	3.7	58
42	Struggling to perform a warehouse: buildings as symbols and tools. Construction Management and Economics, 2010, 28, 675-694.	1.8	5
43	ENACTING OVERLAPPING MARKETS. Journal of Cultural Economy, 2010, 3, 3-18.	0.8	12
44	POLITICAL MARKETING. Journal of Cultural Economy, 2010, 3, 279-297.	0.8	35
45	Marketing on trial. , 2010, , 181-202.		6
46	Reconnecting marketing to markets. , 2010, , xvi-12.		1
47	Connecting to markets. , 2010, , 234-244.		0
48	Market practices and forms: introduction to the special issue. Marketing Theory, 2008, 8, 5-14.	1.7	162
49	Market practices and overconsumption. Consumption Markets and Culture, 2008, 11, 151-167.	1.3	54
50	The Death of a Salesman? Reconfiguring Economic Exchange in Swedish Post-War Food Distribution. Sociological Review, 2007, 55, 65-91.	0.9	26
51	The mode of exchange and shaping of markets: Distributor influence in the Swedish post-war food industry. Industrial Marketing Management, 2007, 36, 861-878.	3.7	72
52	Multiple versions of markets: Multiplicity and performativity in market practice. Industrial Marketing Management, 2006, 35, 839-855.	3.7	323
53	Strategic alliances in global biotechnology " a network approach. International Business Review, 1993, 2, 65-82.	2.6	25
54	WHERE IS THE ACTION? THE RECONSTRUCTION OF ACTION IN BUSINESS NARRATIVES. Advances in Business Marketing and Purchasing, 0, , 13-58.	0.3	5

#	ARTICLE	IF	CITATIONS
55	Mutable mobiles? Making space for an access-based car sharing market. Environment and Planning A, 0, 0308518X2210927.	2.1	0