

# Judy M Zolkiewski

## List of Publications by Year in descending order

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Version: 2024-02-01

42  
papers

1,502  
citations

448610

19  
h-index

371746

37  
g-index

47  
all docs

47  
docs citations

47  
times ranked

1301  
citing authors

#	ARTICLE	IF	CITATIONS
1	Capabilities supporting digital servitization: A multi-actor perspective. <i>Industrial Marketing Management</i> , 2022, 103, 97-116.	3.7	37
2	Should we cooperate? Game theory insights for servitization. <i>Journal of Service Management</i> , 2021, 32, 835-859.	4.4	8
3	Commercializing Emerging Technologies through Networks: Insights from UK Nanotechnology SMEs. <i>Proceedings - Academy of Management</i> , 2021, 2021, 13531.	0.0	0
4	Stepping out of the shadows: Supporting actors's strategies for managing end-user experiences in service ecosystems. <i>Journal of Business Research</i> , 2020, 116, 401-411.	5.8	12
5	Bridging the relevance-ranking chasm: mission impossible?. <i>European Business Review</i> , 2018, 30, 128-144.	1.9	9
6	Coopetition and value creation and appropriation: The role of interdependencies, tensions and harmony. <i>Industrial Marketing Management</i> , 2018, 70, 25-33.	3.7	60
7	Servitization intent as a factor in the servitization process. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 1125-1140.	1.8	20
8	Exploration of capability and role development in an emerging technology network. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 931-944.	1.8	7
9	Overcoming the Challenges of Servitisation: Aligning Responses to Service Strategy. , 2018, , 171-184.		0
10	Capabilities for advanced services: A multi-actor perspective. <i>Industrial Marketing Management</i> , 2017, 60, 54-68.	3.7	169
11	Overcoming the challenges that hinder new service development by manufacturers with diverse services strategies. <i>International Journal of Production Economics</i> , 2017, 192, 29-39.	5.1	60
12	Interactively developed capabilities: evidence from dyadic servitization relationships. <i>International Journal of Operations and Production Management</i> , 2017, 37, 382-400.	3.5	96
13	Strategic B2B customer experience management: the importance of outcomes-based measures. <i>Journal of Services Marketing</i> , 2017, 31, 172-184.	1.7	69
14	Effective knowledge transfer between the headquarters and a subsidiary in a MNC: the need for heeding capacity. <i>Journal of Business and Industrial Marketing</i> , 2017, 32, 813-824.	1.8	20
15	Motivations for servitization: the impact of product complexity. <i>International Journal of Operations and Production Management</i> , 2016, 36, .	3.5	82
16	Identifying Tensions in the Servitized Value Chain. <i>Research Technology Management</i> , 2016, 59, 38-47.	0.6	38
17	Favour and opportunity: renqing in Chinese business relationships. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 183-192.	1.8	8
18	Every cloud has a silver lining " Exploring the dark side of value co-creation in B2B service networks. <i>Industrial Marketing Management</i> , 2016, 55, 97-109.	3.7	148

#	ARTICLE	IF	CITATIONS
19	Exploring service adaptation in a business-to-business context. <i>Journal of Service Theory and Practice</i> , 2016, 26, .	1.9	7
20	Exploring service failure in a business-to-business context. <i>Journal of Services Marketing</i> , 2015, 29, 367-379.	1.7	33
21	The barriers and consequences of radical innovations: Introduction to the issue. <i>Industrial Marketing Management</i> , 2014, 43, 1271-1277.	3.7	45
22	Environmental sustainability: a value cycle research agenda. <i>Production Planning and Control</i> , 2012, 23, 105-119.	5.8	50
23	Negative consequences of deep relationships with suppliers: An exploratory study in Poland. <i>Industrial Marketing Management</i> , 2012, 41, 886-894.	3.7	62
24	Decoding network dynamics. <i>Industrial Marketing Management</i> , 2012, 41, 247-258.	3.7	48
25	Managing resource interaction as a means to cope with technological change. <i>Journal of Business Research</i> , 2012, 65, 188-195.	5.8	26
26	Value, power, and health care services in the UK: A business-to-business services network perspective. <i>Journal of Marketing Management</i> , 2011, 27, 424-448.	1.2	16
27	Relationship portfolios and guanxi in Chinese business strategy. <i>Journal of Business and Industrial Marketing</i> , 2011, 27, 16-28.	1.8	17
28	The arrival of technological changes at the business net: a learning process. <i>Journal of Business and Industrial Marketing</i> , 2010, 25, 443-453.	1.8	17
29	Exploiting the B2B knowledge network: New perspectives and core concepts. <i>Industrial Marketing Management</i> , 2009, 38, 493-494.	3.7	5
30	Can retail bankâ€œclient relationships be developed online?. <i>EuroMed Journal of Business</i> , 2009, 4, 254-269.	1.7	17
31	Modeling the Effect of Losing a Key Individual on Internal â€œand External Relationships. <i>Journal of Business Market Management</i> , 2008, 2, 25-39.	0.7	12
32	Services Marketing: customers and relationships: <l>In memory of David A. Yorke (19 July 1938â€œ9 April) Tj ETQq0,0 rgBT /Overlock I	0.0	0
33	The delicate power balance in advertising agency-client relationships: partnership or battleground? The case of the Greek advertising market. <i>Journal of Customer Behavior</i> , 2008, 7, 315-332.	0.0	19
34	An assessment of customer service in businessâ€œtoâ€œbusiness relationships. <i>Journal of Services Marketing</i> , 2007, 21, 313-325.	1.7	35
35	Strategic thinking and the IMP approach: A comparative analysis. <i>Industrial Marketing Management</i> , 2007, 36, 879-894.	3.7	93
36	Future business relationshipsâ€œâ€œtraditional, electronic, virtual or hybrid?. <i>Telematics and Informatics</i> , 2004, 21, 183-196.	3.5	7

#	ARTICLE	IF	CITATIONS
37	Marketization and the delivery of UK health services. <i>Journal of Business Research</i> , 2004, 57, 1012-1020.	5.8	18
38	Relationships are not ubiquitous in marketing. <i>European Journal of Marketing</i> , 2004, 38, 24-29.	1.7	27
39	Mapping industrial marketing knowledge: a study of an IMP conference. <i>Journal of Business and Industrial Marketing</i> , 2003, 18, 529-544.	1.8	13
40	Do relationship portfolios and networks provide the key to successful relationship management?. <i>Journal of Business and Industrial Marketing</i> , 2002, 17, 575-597.	1.8	83
41	Process analysis in general practice – a new perspective?. <i>International Journal of Health Care Quality Assurance</i> , 1998, 11, 117-122.	0.2	4
42	Commercialization networks in emerging technologies: the case of UK nanotechnology small and midsize enterprises. <i>Journal of Technology Transfer</i> , 0, , 1.	2.5	3