

Poul Houman Andersen

List of Publications by Year in descending order

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Version: 2024-02-01

58
papers

2,096
citations

257429

24
h-index

243610

44
g-index

62
all docs

62
docs citations

62
times ranked

1710
citing authors

#	ARTICLE	IF	CITATIONS
1	Integrating private transport into renewable energy policy: The strategy of creating intelligent recharging grids for electric vehicles. <i>Energy Policy</i> , 2009, 37, 2481-2486.	8.8	275
2	Emotions, trust and relationship development in business relationships: A conceptual model for buyer-seller dyads. <i>Industrial Marketing Management</i> , 2006, 35, 522-535.	6.7	221
3	Relationship marketing and brand involvement of professionals through web-enhanced brand communities: The case of Coloplast. <i>Industrial Marketing Management</i> , 2005, 34, 39-51.	6.7	198
4	Relationship development and marketing communication: an integrative model. <i>Journal of Business and Industrial Marketing</i> , 2001, 16, 167-183.	3.0	130
5	Relationship marketing and brand involvement of professionals through web-enhanced brand communities: the case of Coloplast. <i>Industrial Marketing Management</i> , 2005, 34, 285-297.	6.7	112
6	Sense and sensibility: Two approaches for using existing theory in theory-building qualitative research. <i>Industrial Marketing Management</i> , 2010, 39, 49-55.	6.7	80
7	Bridges over troubled water: suppliers as connective nodes in global supply networks. <i>Journal of Business Research</i> , 2005, 58, 1261-1273.	10.2	74
8	Organizing international technological collaboration in subcontractor relationships: an investigation of the knowledge-stickiness problem. <i>Research Policy</i> , 1999, 28, 625-642.	6.4	60
9	Picture this: Managed change and resistance in business network settings. <i>Industrial Marketing Management</i> , 2009, 38, 641-653.	6.7	53
10	Diverging expectations in buyer-seller relationships: Institutional contexts and relationship norms. <i>Industrial Marketing Management</i> , 2009, 38, 814-824.	6.7	52
11	International Market Selection. <i>Journal of Global Marketing</i> , 1997, 11, 65-84.	3.4	50
12	Supply chain management: new organisational practices for changing procurement realities. <i>Journal of Purchasing and Supply Management</i> , 2003, 9, 83-95.	5.7	48
13	Regional Clusters in a Global World: Production Relocation, Innovation, and Industrial Decline. <i>California Management Review</i> , 2006, 49, 101-122.	6.3	46
14	<i>The Innovator's Dilemma: When New Technologies Cause Great Firms to Fail</i> , by Clayton M. Christensen. Boston: Harvard Business School Press, 1997. <i>Leading the Revolution</i> , by Gary Hamel. Boston: Harvard Business School Press, 2000. <i>Blue Ocean Strategy: How to Create Uncontested Market Space and Make the Competition Irrelevant</i> , by W. Chan Kim and Renée Mauborgne. Boston: Harvard Business School Press, 2005	11.7	43
15	<i>The Innovator's Dilemma: When New Technologies Cause Great Firms to Fail</i> . <i>Academy of Management Review</i> , 2008, 33, 790-794. Listening to the global grapevine: SME export managers' personal contacts as a vehicle for export information generation. <i>Journal of World Business</i> , 2006, 41, 81-96.	7.7	38
16	Together we share? Competitive and collaborative supplier interests in product development. <i>Technovation</i> , 2009, 29, 690-703.	7.8	38
17	Inter-partner learning in global supply chains: lessons from NOVO Nordisk. <i>Journal of Purchasing and Supply Management</i> , 2000, 6, 105-116.	1.0	36
18	The process of resolving severe conflict in buyer-supplier relationships. <i>Scandinavian Journal of Management</i> , 2015, 31, 457-470.	1.9	35

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19	Inter firm diversity and the management of meaning in international strategic alliances. <i>International Business Review</i> , 2000, 9, 237-252.	4.8	34
20	Spanning organizational boundaries to manage creative processes: The case of the LEGO Group. <i>Industrial Marketing Management</i> , 2013, 42, 125-134.	6.7	33
21	Supplier involvement in NPD: A quasi-experiment at Unilever. <i>Industrial Marketing Management</i> , 2016, 58, 162-171.	6.7	32
22	Transient commitments and dynamic business networking. <i>Industrial Marketing Management</i> , 2016, 58, 11-19.	6.7	28
23	Dynamic innovation strategies and stable networks in the construction industry. <i>Journal of Business Research</i> , 2004, 57, 351-360.	10.2	25
24	Exploring boundary-spanning practices among creativity managers. <i>Management Decision</i> , 2015, 53, 786-808.	3.9	25
25	Export intermediation and the internet: an activity-unbundling approach. <i>International Marketing Review</i> , 2005, 22, 147-164.	3.6	22
26	Organizational interfaces and innovation: The challenge of integrating supplier knowledge in LEGO systems. <i>Journal of Purchasing and Supply Management</i> , 2019, 25, 18-29.	5.7	22
27	Managing creativity in business market relationships. <i>Industrial Marketing Management</i> , 2013, 42, 82-85.	6.7	21
28	Stakeholder collaboration in sustainable neighborhood projects—A review and research agenda. <i>Sustainable Cities and Society</i> , 2021, 68, 102776.	10.4	21
29	Ensuring Validity in Qualitative International Business Research. , 2004, , .		20
30	Collaborative product development and situated knowledge contexts. <i>European Journal of Innovation Management</i> , 2009, 12, 200-222.	4.6	20
31	Process validation: coping with three dilemmas in process-based single-case research. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 539-549.	3.0	20
32	Re-appraising interaction and process for industrial network research: The future plunging mirror hall metaphor. <i>Industrial Marketing Management</i> , 2020, 91, 627-638.	6.7	18
33	lâ€™m your man: How suppliers gain strategic status in buying companies. <i>Journal of Purchasing and Supply Management</i> , 2016, 22, 72-81.	5.7	16
34	The Embeddedness of Selfish Routines: How Routines are Replicated in Business Networks. <i>Industry and Innovation</i> , 2003, 10, 159-177.	3.1	11
35	Low-intensity conflict in multinational corporations. <i>Multinational Business Review</i> , 2017, 25, 11-27.	2.5	11
36	Knowledge versus learning in internationalization of offshoring activities in China: A case study. <i>Journal of Engineering and Technology Management - JET-M</i> , 2008, 25, 184-199.	2.7	9

#	ARTICLE	IF	CITATIONS
37	Using a "lens"™ to re-search business markets, relationships and networks: Tensions, challenges and possibilities. <i>Industrial Marketing Management</i> , 2022, 100, 49-61.	6.7	9
38	Supplier value creation configurations in high-cost countries. <i>Journal of Global Operations and Strategic Sourcing</i> , 2019, 12, 429-448.	4.6	8
39	A Foot in the Door: Relationship Marketing Efforts Towards Transaction-Oriented Customers. <i>Journal of Market-Focused Management</i> , 2002, 5, 91-108.	0.3	7
40	Creating legitimacy across international contexts: The role of storytelling for international new ventures. <i>Journal of International Entrepreneurship</i> , 2014, 12, 365-388.	3.0	7
41	Industry evolution, submarket dynamics and strategic behaviour among firms in offshore wind energy. <i>Competition and Change</i> , 2017, 21, 73-93.	4.2	7
42	How purchasing departments facilitate organizational ambidexterity. <i>Production Planning and Control</i> , 2021, 32, 1384-1399.	8.8	7
43	Weaving a strategy for a base-of-the-pyramid market: The case of Grundfos LIFELINK. <i>Business Strategy and the Environment</i> , 2020, 29, 3687-3701.	14.3	5
44	Managing customer attractiveness: How low-leverage customers mobilize critical supplier resources. <i>Journal of Purchasing and Supply Management</i> , 2022, 28, 100742.	5.7	5
45	Innovation policy: how can it best make a difference?. <i>Industry and Innovation</i> , 2016, 23, 135-139.	3.1	4
46	Learning from intelligent conversation. <i>IMP Journal</i> , 2016, 10, 512-539.	0.8	4
47	Big-science organizations as lead users: A case study of CERN. <i>Competition and Change</i> , 2017, 21, 345-363.	4.2	3
48	Taking action: new forms of student and manager involvement in business education. <i>Marketing Intelligence and Planning</i> , 2008, 26, 145-165.	3.5	2
49	Innovation summits: comparison and conceptualisation. <i>European Journal of Marketing</i> , 2016, 50, 2249-2268.	2.9	2
50	Testing the waters: Translating MNE technology in a base-of-the-pyramid context. <i>Journal of Cleaner Production</i> , 2021, 281, 125195.	9.3	2
51	Entrepreneurial strategies for MNCs: A typology. <i>International Journal of Entrepreneurship and Innovation</i> , 2021, 22, 191-202.	2.3	2
52	Participation in Innovation Communities: Strategies and Contingencies. <i>Information and Organisation Design Series</i> , 2012, , 59-73.	0.2	1
53	Weaving a strategy and business model for a BoP market: The case of Grundfos LIFELINK. <i>Proceedings - Academy of Management</i> , 2012, 2012, 10987.	0.1	1
54	CALL FOR PAPERS Special issue of <i>Industry and Innovation</i> on "Innovation Policy: Can It Make a Difference?" <i>Industry and Innovation</i> , 2014, 21, 454-455.	3.1	0

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55	Division of Interfirm Activities in the Knowledge-Based Economy. , 2009, , 41-57.		0
56	Creating Legitimacy for International New Ventures: Storytelling Across Institutional Contexts. Proceedings - Academy of Management, 2012, 2012, 11629.	0.1	0
57	Supplier innovation and involvement in customer firms A matter of learning and exhaustion? (WITHDRAWN). Proceedings - Academy of Management, 2016, 2016, 12862.	0.1	0
58	Strategizing for a Base-of-the-Pyramid Market: The Case of Grundfos LIFELINK. Proceedings - Academy of Management, 2020, 2020, 13572.	0.1	0