

# Poul Houman Andersen

## 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.

56  
papers

1,610  
citations

23  
h-index

39  
g-index

62  
ext. papers

1,849  
ext. citations

5  
avg, IF

5.29  
L-index

#	Paper	IF	Citations
56	Integrating private transport into renewable energy policy: The strategy of creating intelligent recharging grids for electric vehicles. <i>Energy Policy</i> , <b>2009</b> , 37, 2481-2486	7.2	201
55	Emotions, trust and relationship development in business relationships: A conceptual model for buyer-seller dyads. <i>Industrial Marketing Management</i> , <b>2006</b> , 35, 522-535	6.9	179
54	Relationship marketing and brand involvement of professionals through web-enhanced brand communities: The case of Coloplast. <i>Industrial Marketing Management</i> , <b>2005</b> , 34, 39-51	6.9	165
53	Relationship development and marketing communication: an integrative model. <i>Journal of Business and Industrial Marketing</i> , <b>2001</b> , 16, 167-183	3	99
52	Relationship marketing and brand involvement of professionals through web-enhanced brand communities: the case of Coloplast. <i>Industrial Marketing Management</i> , <b>2005</b> , 34, 285-297	6.9	90
51	Bridges over troubled water: suppliers as connective nodes in global supply networks. <i>Journal of Business Research</i> , <b>2005</b> , 58, 1261-1273	8.7	66
50	Sense and sensibility: Two approaches for using existing theory in theory-building qualitative research. <i>Industrial Marketing Management</i> , <b>2010</b> , 39, 49-55	6.9	63
49	Organizing international technological collaboration in subcontractor relationships: an investigation of the knowledge-stickiness problem. <i>Research Policy</i> , <b>1999</b> , 28, 625-642	7.5	47
48	Picture this: Managed change and resistance in business network settings. <i>Industrial Marketing Management</i> , <b>2009</b> , 38, 641-653	6.9	46
47	Diverging expectations in buyer-seller relationships: Institutional contexts and relationship norms. <i>Industrial Marketing Management</i> , <b>2009</b> , 38, 814-824	6.9	45
46	International Market Selection. <i>Journal of Global Marketing</i> , <b>1997</b> , 11, 65-84	2.4	41
45	Supply chain management: new organisational practices for changing procurement realities. <i>Journal of Purchasing and Supply Management</i> , <b>2003</b> , 9, 83-95	5.7	37
44	Regional Clusters in a Global World: Production Relocation, Innovation, and Industrial Decline. <i>California Management Review</i> , <b>2006</b> , 49, 101-122	13.2	35
43	Listening to the global grapevine: SME export managers' personal contacts as a vehicle for export information generation. <i>Journal of World Business</i> , <b>2006</b> , 41, 81-96	6.1	32
42	Together we share? Competitive and collaborative supplier interests in product development. <i>Technovation</i> , <b>2009</b> , 29, 690-703	7.9	31
41	Inter firm diversity and the management of meaning in international strategic alliances. <i>International Business Review</i> , <b>2000</b> , 9, 237-252	6.2	29
40	The process of resolving severe conflict in buyer-supplier relationships. <i>Scandinavian Journal of Management</i> , <b>2015</b> , 31, 457-470	2.3	28

39	Spanning organizational boundaries to manage creative processes: The case of the LEGO Group. <i>Industrial Marketing Management</i> , <b>2013</b> , 42, 125-134	6.9	27
38	Inter-partner learning in global supply chains: lessons from NOVO Nordisk. <i>Journal of Purchasing and Supply Management</i> , <b>2000</b> , 6, 105-116		27
37	The Innovator's Dilemma: When New Technologies Cause Great Firms to Fail, by Clayton M. Christensen. Boston: Harvard Business School Press, 1997. Leading the Revolution, by Gary Hamel. Boston: Harvard Business School Press, 2000. Blue Ocean Strategy: How to Create Uncontested Market Space and Make the Competition Irrelevant, by W. Chan Kim and Renée Mauborgne.	5.9	26
36	Dynamic innovation strategies and stable networks in the construction industry. <i>Journal of Business Research</i> , <b>2004</b> , 57, 351-360. Christensen Clayton M. . Boston: . <i>Academy of Management Review</i> , <b>2008</b> , 33, 790-794	8.7	24
35	Supplier involvement in NPD: A quasi-experiment at Unilever. <i>Industrial Marketing Management</i> , <b>2016</b> , 58, 162-171	6.9	23
34	Transient commitments and dynamic business networking. <i>Industrial Marketing Management</i> , <b>2016</b> , 58, 11-19	6.9	21
33	Exploring boundary-spanning practices among creativity managers. <i>Management Decision</i> , <b>2015</b> , 53, 786-808	4.4	17
32	Collaborative product development and situated knowledge contexts. <i>European Journal of Innovation Management</i> , <b>2009</b> , 12, 200-222	4.2	17
31	Export intermediation and the internet: an activity-unbundling approach. <i>International Marketing Review</i> , <b>2005</b> , 22, 147-164	4.4	16
30	Organizational interfaces and innovation: The challenge of integrating supplier knowledge in LEGO systems. <i>Journal of Purchasing and Supply Management</i> , <b>2019</b> , 25, 18-29	5.7	15
29	Managing creativity in business market relationships. <i>Industrial Marketing Management</i> , <b>2013</b> , 42, 82-85	6.9	15
28	With your man: How suppliers gain strategic status in buying companies. <i>Journal of Purchasing and Supply Management</i> , <b>2016</b> , 22, 72-81	5.7	13
27	Process validation: coping with three dilemmas in process-based single-case research. <i>Journal of Business and Industrial Marketing</i> , <b>2018</b> , 33, 539-549	3	13
26	Ensuring Validity in Qualitative International Business Research <b>2004</b> ,		12
25	Low-intensity conflict in multinational corporations. <i>Multinational Business Review</i> , <b>2017</b> , 25, 11-27	2.9	11
24	Re-appraising interaction and process for industrial network research: The future plunging mirror hall metaphor. <i>Industrial Marketing Management</i> , <b>2020</b> , 91, 627-638	6.9	9
23	The Embeddedness of Selfish Routines: How Routines are Replicated in Business Networks. <i>Industry and Innovation</i> , <b>2003</b> , 10, 159-177	2.3	8
22	Creating legitimacy across international contexts: The role of storytelling for international new ventures. <i>Journal of International Entrepreneurship</i> , <b>2014</b> , 12, 365-388	2.8	6

21	Knowledge versus learning in internationalization of offshoring activities in China: A case study. <i>Journal of Engineering and Technology Management - JET-M</i> , <b>2008</b> , 25, 184-199	3.7	6
20	Stakeholder collaboration in sustainable neighborhood projects – A review and research agenda. <i>Sustainable Cities and Society</i> , <b>2021</b> , 68, 102776	10.1	6
19	Industry evolution, submarket dynamics and strategic behaviour among firms in offshore wind energy. <i>Competition and Change</i> , <b>2017</b> , 21, 73-93	1.6	5
18	How purchasing departments facilitate organizational ambidexterity. <i>Production Planning and Control</i> , <b>2020</b> , 1-16	4.3	5
17	A Foot in the Door: Relationship Marketing Efforts Towards Transaction-Oriented Customers. <i>Journal of Market-Focused Management</i> , <b>2002</b> , 5, 91-108		4
16	Supplier value creation configurations in high-cost countries. <i>Journal of Global Operations and Strategic Sourcing</i> , <b>2019</b> , 12, 429-448	1.7	4
15	Big-science organizations as lead users: A case study of CERN. <i>Competition and Change</i> , <b>2017</b> , 21, 345-363	3.6	3
14	Learning from intelligent conversation. <i>IMP Journal</i> , <b>2016</b> , 10, 512-539		2
13	Innovation summits: comparison and conceptualisation. <i>European Journal of Marketing</i> , <b>2016</b> , 50, 2249-2268	2.8	2
12	Using a lens to re-search business markets, relationships and networks: Tensions, challenges and possibilities. <i>Industrial Marketing Management</i> , <b>2022</b> , 100, 49-61	6.9	1
11	Weaving a strategy and business model for a BoP market: The case of Grundfos LIFELINK. <i>Proceedings - Academy of Management</i> , <b>2012</b> , 2012, 10987	0.1	1
10	Participation in Innovation Communities: Strategies and Contingencies. <i>Information and Organisation Design Series</i> , <b>2012</b> , 59-73		1
9	Managing customer attractiveness: How low-leverage customers mobilize critical supplier resources. <i>Journal of Purchasing and Supply Management</i> , <b>2021</b> , 100742	5.7	1
8	Entrepreneurial strategies for MNCs: A typology. <i>International Journal of Entrepreneurship and Innovation</i> , <b>2021</b> , 22, 191-202	1.5	0
7	Weaving a strategy for a base-of-the-pyramid market: The case of Grundfos LIFELINK. <i>Business Strategy and the Environment</i> , <b>2020</b> , 29, 3687-3701	8.6	0
6	Taking action: new forms of student and manager involvement in business education. <i>Marketing Intelligence and Planning</i> , <b>2008</b> , 26, 145-165	3.2	
5	Strategizing for a Base-of-the-Pyramid Market: The Case of Grundfos LIFELINK. <i>Proceedings - Academy of Management</i> , <b>2020</b> , 2020, 13572	0.1	
4	Supplier innovation and involvement in customer firms A matter of learning and exhaustion? (WITHDRAWN). <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 12862	0.1	

3 Division of Interfirm Activities in the Knowledge-Based Economy **2009**, 41-57

2 Creating Legitimacy for International New Ventures: Storytelling Across Institutional Contexts. *Proceedings - Academy of Management*, **2012**, 2012, 11629

0.1

1 Testing the waters: Translating MNE technology in a base-of-the-pyramid context. *Journal of Cleaner Production*, **2021**, 281, 125195

10.3