

Poul Houman Andersen

List of Publications by Year in Descending Order

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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	Using a lens to re-search business markets, relationships and networks: Tensions, challenges and possibilities. <i>Industrial Marketing Management</i> , 2022 , 100, 49-61	6.9	1
55	Entrepreneurial strategies for MNCs: A typology. <i>International Journal of Entrepreneurship and Innovation</i> , 2021 , 22, 191-202	1.5	0
54	Stakeholder collaboration in sustainable neighborhood projects: A review and research agenda. <i>Sustainable Cities and Society</i> , 2021 , 68, 102776	10.1	6
53	Testing the waters: Translating MNE technology in a base-of-the-pyramid context. <i>Journal of Cleaner Production</i> , 2021 , 281, 125195	10.3	
52	Managing customer attractiveness: How low-leverage customers mobilize critical supplier resources. <i>Journal of Purchasing and Supply Management</i> , 2021 , 100742	5.7	1
51	Strategizing for a Base-of-the-Pyramid Market: The Case of Grundfos LIFELINK. <i>Proceedings - Academy of Management</i> , 2020 , 2020, 13572	0.1	
50	How purchasing departments facilitate organizational ambidexterity. <i>Production Planning and Control</i> , 2020 , 1-16	4.3	5
49	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	8.6	0
48	Re-appraising interaction and process for industrial network research: The future plunging mirror hall metaphor. <i>Industrial Marketing Management</i> , 2020 , 91, 627-638	6.9	9
47	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	15
46	Supplier value creation configurations in high-cost countries. <i>Journal of Global Operations and Strategic Sourcing</i> , 2019 , 12, 429-448	1.7	4
45	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	13
44	Big-science organizations as lead users: A case study of CERN. <i>Competition and Change</i> , 2017 , 21, 345-363	3.6	3
43	Low-intensity conflict in multinational corporations. <i>Multinational Business Review</i> , 2017 , 25, 11-27	2.9	11
42	Industry evolution, submarket dynamics and strategic behaviour among firms in offshore wind energy. <i>Competition and Change</i> , 2017 , 21, 73-93	1.6	5
41	Learning from intelligent conversation. <i>IMP Journal</i> , 2016 , 10, 512-539		2
40	Transient commitments and dynamic business networking. <i>Industrial Marketing Management</i> , 2016 , 58, 11-19	6.9	21

39	With your man: How suppliers gain strategic status in buying companies. <i>Journal of Purchasing and Supply Management</i> , 2016 , 22, 72-81	5.7	13
38	Supplier innovation and involvement in customer firms A matter of learning and exhaustion? (WITHDRAWN). <i>Proceedings - Academy of Management</i> , 2016 , 2016, 12862	0.1	
37	Innovation summits: comparison and conceptualisation. <i>European Journal of Marketing</i> , 2016 , 50, 2249-2268	4.4	2
36	Supplier involvement in NPD: A quasi-experiment at Unilever. <i>Industrial Marketing Management</i> , 2016 , 58, 162-171	6.9	23
35	The process of resolving severe conflict in buyer-supplier relationships. <i>Scandinavian Journal of Management</i> , 2015 , 31, 457-470	2.3	28
34	Exploring boundary-spanning practices among creativity managers. <i>Management Decision</i> , 2015 , 53, 786-808	4.1	17
33	Creating legitimacy across international contexts: The role of storytelling for international new ventures. <i>Journal of International Entrepreneurship</i> , 2014 , 12, 365-388	2.8	6
32	Spanning organizational boundaries to manage creative processes: The case of the LEGO Group. <i>Industrial Marketing Management</i> , 2013 , 42, 125-134	6.9	27
31	Managing creativity in business market relationships. <i>Industrial Marketing Management</i> , 2013 , 42, 82-85	6.9	15
30	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
29	Creating Legitimacy for International New Ventures: Storytelling Across Institutional Contexts. <i>Proceedings - Academy of Management</i> , 2012 , 2012, 11629	0.1	
28	Participation in Innovation Communities: Strategies and Contingencies. <i>Information and Organisation Design Series</i> , 2012 , 59-73		1
27	Sense and sensibility: Two approaches for using existing theory in theory-building qualitative research. <i>Industrial Marketing Management</i> , 2010 , 39, 49-55	6.9	63
26	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	7.2	201
25	Diverging expectations in buyer-seller relationships: Institutional contexts and relationship norms. <i>Industrial Marketing Management</i> , 2009 , 38, 814-824	6.9	45
24	Picture this: Managed change and resistance in business network settings. <i>Industrial Marketing Management</i> , 2009 , 38, 641-653	6.9	46
23	Together we share? Competitive and collaborative supplier interests in product development. <i>Technovation</i> , 2009 , 29, 690-703	7.9	31
22	Collaborative product development and situated knowledge contexts. <i>European Journal of Innovation Management</i> , 2009 , 12, 200-222	4.2	17

21	Division of Interfirm Activities in the Knowledge-Based Economy 2009 , 41-57		
20	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	3.7	6
19	Taking action: new forms of student and manager involvement in business education. <i>Marketing Intelligence and Planning</i> , 2008 , 26, 145-165	3.2	
18	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
17	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 <i>Academy of Management Review</i> , 2008 , 33, 198-194	6.1	32
16	Regional Clusters in a Global World: Production Relocation, Innovation, and Industrial Decline. <i>California Management Review</i> , 2006 , 49, 101-122	13.2	35
15	Emotions, trust and relationship development in business relationships: A conceptual model for buyer-seller dyads. <i>Industrial Marketing Management</i> , 2006 , 35, 522-535	6.9	179
14	Bridges over troubled water: suppliers as connective nodes in global supply networks. <i>Journal of Business Research</i> , 2005 , 58, 1261-1273	8.7	66
13	Export intermediation and the internet: an activity-unbundling approach. <i>International Marketing Review</i> , 2005 , 22, 147-164	4.4	16
12	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	6.9	165
11	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	6.9	90
10	Ensuring Validity in Qualitative International Business Research 2004 ,		12
9	Dynamic innovation strategies and stable networks in the construction industry. <i>Journal of Business Research</i> , 2004 , 57, 351-360	8.7	24
8	Supply chain management: new organisational practices for changing procurement realities. <i>Journal of Purchasing and Supply Management</i> , 2003 , 9, 83-95	5.7	37
7	The Embeddedness of Selfish Routines: How Routines are Replicated in Business Networks. <i>Industry and Innovation</i> , 2003 , 10, 159-177	2.3	8
6	A Foot in the Door: Relationship Marketing Efforts Towards Transaction-Oriented Customers. <i>Journal of Market-Focused Management</i> , 2002 , 5, 91-108		4
5	Relationship development and marketing communication: an integrative model. <i>Journal of Business and Industrial Marketing</i> , 2001 , 16, 167-183	3	99
4	Inter firm diversity and the management of meaning in international strategic alliances. <i>International Business Review</i> , 2000 , 9, 237-252	6.2	29

3	Inter-partner learning in global supply chains: lessons from NOVO Nordisk. <i>Journal of Purchasing and Supply Management</i> , 2000 , 6, 105-116		27
2	Organizing international technological collaboration in subcontractor relationships: an investigation of the knowledge-stickiness problem. <i>Research Policy</i> , 1999 , 28, 625-642	7.5	47
1	International Market Selection. <i>Journal of Global Marketing</i> , 1997 , 11, 65-84	2.4	41