

Teck-Yong Eng

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.

40
papers

1,064
citations

17
h-index

32
g-index

42
ext. papers

1,252
ext. citations

4.7
avg, IF

5.05
L-index

#	Paper	IF	Citations
40	The role of e-marketplaces in supply chain management. <i>Industrial Marketing Management</i> , 2004 , 33, 97-105	6.9	126
39	Psychological and cultural insights into consumption of luxury Western brands in India. <i>Journal of Customer Behavior</i> , 2010 , 9, 55-75	2.4	93
38	An Investigation of Marketing Capabilities and Social Enterprise Performance in the UK and Japan. <i>Entrepreneurship Theory and Practice</i> , 2015 , 39, 267-298	6.6	81
37	An investigation into the mediating role of cross-functional coordination on the linkage between organizational norms and SCM performance. <i>Industrial Marketing Management</i> , 2006 , 35, 762-773	6.9	72
36	An exploratory study of international opportunity identification among family firms. <i>International Business Review</i> , 2016 , 25, 333-345	6.2	58
35	Strategies for improving new product adoption in uncertain environments: A selective review of the literature. <i>Industrial Marketing Management</i> , 2009 , 38, 275-282	6.9	51
34	The role of horizontal and vertical new product alliances in responsive and proactive market orientations and performance of industrial manufacturing firms. <i>Industrial Marketing Management</i> , 2017 , 64, 25-35	6.9	50
33	An investigation of marketing capabilities and upgrading performance of manufacturers in mainland China and Hong Kong. <i>Journal of World Business</i> , 2009 , 44, 463-475	6.1	44
32	Mobile supply chain management: Challenges for implementation. <i>Technovation</i> , 2006 , 26, 682-686	7.9	43
31	The Influence of a Firm's Cross-Functional Orientation on Supply Chain Performance. <i>Journal of Supply Chain Management</i> , 2005 , 41, 4-16	4.1	40
30	The Effects of Learning on Relationship Value in a Business Network Context. <i>Journal of Business-to-Business Marketing</i> , 2005 , 12, 67-101	2.3	33
29	Implications of the Internet for Knowledge Creation and Dissemination in Clusters of Hi-tech Firms. <i>European Management Journal</i> , 2004 , 22, 87-98	4.8	32
28	International R&D partnerships and intrafirm R&D/marketing/production integration of manufacturing firms in emerging economies. <i>Industrial Marketing Management</i> , 2014 , 43, 32-44	6.9	30
27	The Role of Relationally Embedded Network Ties in Resource Acquisition of British Nonprofit Organizations. <i>Nonprofit and Voluntary Sector Quarterly</i> , 2012 , 41, 1092-1115	1.9	29
26	An examination of the antecedents of e-customer loyalty in a confucian culture: The case of South Korea. <i>Service Industries Journal</i> , 2006 , 26, 437-458	5.7	27
25	Strategic Direction of Corporate Community Involvement. <i>Journal of Business Ethics</i> , 2013 , 115, 469-487	4.3	25
24	Internal social capital and international firm performance in emerging market family firms: The mediating role of participative governance. <i>International Small Business Journal</i> , 2018 , 36, 887-910	5.5	25

23	E-customer service capability and value creation. <i>Service Industries Journal</i> , 2008 , 28, 1293-1306	5.7	17
22	Product variety strategy for improving new product development proficiencies. <i>Technovation</i> , 2005 , 25, 1001-1015	7.9	17
21	Brand origin and country of production congruity: Evidence from the UK and China. <i>Journal of Business Research</i> , 2016 , 69, 5703-5711	8.7	17
20	Governance mechanisms and relationship productivity in vertical coordination for new product development. <i>Technovation</i> , 2006 , 26, 761-769	7.9	16
19	An empirical analysis of the influence of cross-relational impacts of strategy analysis on relationship performance in a business network context. <i>Journal of Strategic Marketing</i> , 2005 , 13, 219-237	2.7	16
18	Exploring a dynamic framework of innovative capability: a theoretical integration of technological and marketing capabilities. <i>Technology Analysis and Strategic Management</i> , 2011 , 23, 1001-1013	3.2	15
17	The antecedents of cross-functional coordination and their implications for marketing adaptiveness. <i>Journal of Business Research</i> , 2016 , 69, 5946-5955	8.7	15
16	An investigation of internet coordination mechanisms in network organizations. <i>Journal of Interactive Marketing</i> , 2007 , 21, 61-75	9.8	12
15	Managing Branding and Legitimacy: A Study of Charity Retail Sector. <i>Nonprofit and Voluntary Sector Quarterly</i> , 2014 , 43, 629-651	1.9	10
14	An empirical study of Chinese SME grocery retailers' distribution capabilities. <i>Supply Chain Management</i> , 2016 , 21, 63-77	10	8
13	Are incumbent banks bygones in the face of digital transformation?. <i>Journal of General Management</i> , 2020 , 46, 60-69	1.3	8
12	Manufacture upgrade and interfirm relationship development: the case of electronics firms in the Pearl River Delta. <i>Asia Pacific Business Review</i> , 2009 , 15, 507-525	1.2	7
11	Customer portfolio planning in a business network context. <i>Journal of Marketing Management</i> , 2008 , 24, 567-587	3.2	7
10	The Effects of the Internet on Network Structures and Business Performance. <i>Electronic Markets</i> , 2008 , 18, 91-101	4.8	6
9	Conceptualization of Strategy in Business Networks. <i>Journal of Marketing Channels</i> , 2005 , 13, 79-92	0.4	6
8	Vertical stakeholder collaborations for firm innovativeness in new product development: The moderating roles of legal bonds and operational linkages. <i>Journal of Business Research</i> , 2020 , 119, 172-184	8.7	6
7	International social entrepreneurship and social value creation in cause-related marketing through personal relationships and accountability. <i>International Marketing Review</i> , 2020 , 37, 945-976	4.4	5
6	Collaborative New Product Alliances: A Review of the Literature and Research Perspectives. <i>Strategic Change</i> , 2015 , 24, 351-371	1.4	4

5	SMEs and the Strategic Context for Communication. <i>Journal of Marketing Communications</i> , 2006 , 12, 225-243	2.2	4
4	Development of international market information in emerging economy family SMEs: The role of participative governance. <i>Journal of Small Business Management</i> , 2020 , 1-30	3	3
3	Corporate branding and value creation for initiating and managing relationships in B2B markets. <i>Qualitative Market Research</i> , 2020 , 23, 627-661	1.6	2
2	The impact of platform-based product development proficiencies on product family success. <i>Journal of Strategic Marketing</i> , 2003 , 11, 255-269	2.7	1
1	Business-to-Business Marketing 2015 , 1-3		