

Ian F Wilkinson

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9015753/publications.pdf>

Version: 2024-02-01

82
papers

5,726
citations

109321

35
h-index

82547

72
g-index

90
all docs

90
docs citations

90
times ranked

3059
citing authors

#	ARTICLE	IF	CITATIONS
1	Intraorganizational influence tactics: Explorations in getting one's way.. Journal of Applied Psychology, 1980, 65, 440-452.	5.3	1,000
2	Managing in complex business networks. Industrial Marketing Management, 2004, 33, 175-183.	6.7	493
3	On cooperating: firms, relations and networks. Journal of Business Research, 2002, 55, 123-132.	10.2	335
4	The recognition of first time international entrepreneurial opportunities. International Marketing Review, 2009, 26, 30-61.	3.6	297
5	Innovation Generation in Supply Chain Relationships: A Conceptual Model and Research Propositions. Journal of the Academy of Marketing Science, 2004, 32, 61-79.	11.2	271
6	Measuring network competence: some international evidence. Journal of Business and Industrial Marketing, 2002, 17, 119-138.	3.0	172
7	An Opportunity-Based View of Rapid Internationalization. Journal of International Marketing, 2012, 20, 74-102.	4.4	146
8	Conceptual tools for evaluating tourism partnerships. Tourism Management, 2009, 30, 455-462.	9.8	133
9	Patterns of managerial influence: Shotgun managers, tacticians, and bystanders. Organizational Dynamics, 1984, 12, 58-67.	2.6	124
10	The dynamics and evolution of trust in business relationships. Industrial Marketing Management, 2013, 42, 455-465.	6.7	121
11	Business Dancing – the Nature and Role of Interfirm Relations in Business Strategy. Australasian Marketing Journal, 1994, 2, 67-79.	0.5	114
12	Customer management and CRM: addressing the dark side. Journal of Services Marketing, 2011, 25, 79-89.	3.0	109
13	The political embeddedness of international business networks. International Marketing Review, 2004, 21, 216-231.	3.6	107
14	Internetization as the necessary condition for internationalization in the newly emerging economy. Journal of International Entrepreneurship, 2010, 8, 319-342.	3.0	103
15	A History of Network and Channels Thinking in Marketing in the 20Th Century. Australasian Marketing Journal, 2001, 9, 23-52.	5.4	102
16	The principle of the conservation of business relationship energy: or many kinds of new beginnings. Industrial Marketing Management, 2002, 31, 191-203.	6.7	98
17	The Commitment Mix: Dimensions of Commitment in International Trading Relationships in India. Journal of International Marketing, 2006, 14, 64-91.	4.4	98
18	Idea Logics and Network Theory in Business Marketing. Journal of Business-to-Business Marketing, 2002, 9, 27-48.	1.5	97

#	ARTICLE	IF	CITATIONS
19	Power, Conflict, and Satisfaction in Distribution Channels—An Empirical Study. <i>International Journal of Physical Distribution & Materials Management</i> , 1981, 11, 20-30.	0.1	94
20	Business mating: Who chooses and who gets chosen?. <i>Industrial Marketing Management</i> , 2005, 34, 669-680.	6.7	94
21	The Importance of Networks in Export Promotion: Policy Issues. <i>Journal of International Marketing</i> , 1998, 6, 66-82.	4.4	90
22	The Space Between: Towards a Typology of Interfirm Relations. <i>Journal of Business-to-Business Marketing</i> , 1998, 4, 53-97.	1.5	75
23	Export Stimulation: A Segmentation Study of the Exporting Problems of Australian Manufacturing Firms. <i>European Journal of Marketing</i> , 1985, 19, 53-72.	2.9	69
24	Interfirm use of power.. <i>Journal of Applied Psychology</i> , 1978, 63, 315-320.	5.3	65
25	Network perspectives on interfirm conflict: reassessing a critical case in international business. <i>Journal of Business Research</i> , 2005, 58, 205-213.	10.2	65
26	What do Managers'™ Survey Responses Mean and What Affects Them? The Case of Market Orientation and Firm Performance. <i>Australasian Marketing Journal</i> , 2011, 19, 137-147.	5.4	65
27	Using narrative sequence methods to advance international entrepreneurship theory. <i>Journal of International Entrepreneurship</i> , 2007, 4, 157-174.	3.0	59
28	The past and the future of business marketing theory. <i>Industrial Marketing Management</i> , 2013, 42, 394-404.	6.7	54
29	Make-or-buy decisions and their implications. <i>Industrial Marketing Management</i> , 1993, 22, 207-214.	6.7	53
30	Chaos Theory and the Dynamics of Marketing Systems. <i>Journal of the Academy of Marketing Science</i> , 1994, 22, 218-233.	11.2	52
31	Opportunity portfolio: Moving beyond single opportunity explanations in international entrepreneurship research. <i>Asia Pacific Journal of Management</i> , 2015, 32, 199-228.	4.5	47
32	Firm internationalization from a network-centric complex-systems perspective. <i>Journal of World Business</i> , 2017, 52, 691-701.	7.7	45
33	Toward a normative theory of normative marketing theory. <i>Marketing Theory</i> , 2005, 5, 363-396.	3.1	43
34	The nature and role of different types of commitment in inter-firm relationship cooperation. <i>Journal of Business and Industrial Marketing</i> , 2015, 30, 45-59.	3.0	43
35	Network development in international project marketing and the impact of external facilitation. <i>International Business Review</i> , 1996, 5, 579-602.	4.8	37
36	Toward a Theory of Structural Change and Evolution in Marketing Channels. <i>Journal of Macromarketing</i> , 1990, 10, 18-46.	2.6	36

#	ARTICLE	IF	CITATIONS
37	Network analysis of a new export grouping scheme: The role of economic and non-economic relations. <i>International Journal of Research in Marketing</i> , 1996, 13, 463-477.	4.2	34
38	The evolution of an evolutionary perspective on B2B business. <i>Journal of Business and Industrial Marketing</i> , 2006, 21, 458-465.	3.0	34
39	Towards an empirically based taxonomy of buyer-seller relations in business markets. <i>Journal of the Academy of Marketing Science</i> , 2010, 38, 720-737.	11.2	33
40	The impact of individual versus group rewards on work group performance and cooperation: A computational social science approach. <i>Journal of Business Research</i> , 2015, 68, 2412-2425.	10.2	32
41	Perspectives: Multicultural Marketing in Australia: Synergy in Diversity. <i>Journal of International Marketing</i> , 1999, 7, 106-125.	4.4	30
42	A Scientometric Analysis of Publications in the <i>Journal of Business-to-Business Marketing</i> 1993-2014. <i>Journal of Business-to-Business Marketing</i> , 2015, 22, 111-123.	1.5	30
43	The nature, role and impact of connected relations: a comparison of European and Chinese suppliers' perspectives. <i>Journal of Business and Industrial Marketing</i> , 2006, 21, 3-13.	3.0	22
44	Dancing to success: export groups as dance parties and the implications for network development. <i>Journal of Business and Industrial Marketing</i> , 1998, 13, 492-510.	3.0	19
45	Perspectives on Academic Publishing: Advice for Those Just Starting. <i>Australasian Marketing Journal</i> , 1998, 6, 63-80.	5.4	18
46	A comparison of European and Chinese supplier and customer functions and the impact of connected relations. <i>Journal of Business and Industrial Marketing</i> , 2008, 24, 35-45.	3.0	18
47	UNDERSTANDING THE DYNAMICS OF INDUSTRIAL NETWORKS USING KAUFFMAN BOOLEAN NETWORKS. <i>International Journal of Modeling, Simulation, and Scientific Computing</i> , 2008, 11, 139-164.	1.4	17
48	Exploitation versus Exploration in Market Competition. <i>Industry and Innovation</i> , 2006, 13, 263-289.	3.1	16
49	The role of personal networks in the development of industry standards: a case study of 3G mobile telephony. <i>Journal of Business and Industrial Marketing</i> , 2004, 19, 283-293.	3.0	14
50	Drivers of supplier-customer relationship profitability in China: Assessing International Joint Ventures versus State Owned Enterprises. <i>Industrial Marketing Management</i> , 2017, 66, 29-41.	6.7	14
51	Research Performance of Marketing Academics and Departments: An International Comparison. <i>Australasian Marketing Journal</i> , 2015, 23, 155-161.	5.4	13
52	Marketing theory in the next millennium. <i>Journal of Business Research</i> , 2002, 55, 81-85.	10.2	10
53	The Evolvability of Business and the Role of Antitrust. <i>Antitrust Bulletin</i> , 2006, 51, 111-141.	0.6	10
54	Agent-Based Modelling, a New Kind of Research. <i>Australasian Marketing Journal</i> , 2014, 22, 4-14.	5.4	10

#	ARTICLE	IF	CITATIONS
55	Evaluating a Model of Industrial Relationship Performance: A Comparison of European and Chinese Results Using the IMP Data Base. <i>Australasian Marketing Journal</i> , 2005, 13, 49-60.	5.4	9
56	An Export Grouping Scheme. <i>Journal of Euromarketing</i> , 2001, 9, 59-84.	0.0	7
57	A Contingency Model of Export Entry Mode Performance: The Role of Production and Transaction Costs. <i>Australasian Marketing Journal</i> , 2003, 11, 44-60.	5.4	7
58	Improvisation and Adaptation in International Business Research Interviews. , 2004, , .		7
59	An agent based model of the evolution of supplier networks. <i>Computational and Mathematical Organization Theory</i> , 2018, 24, 112-144.	2.0	6
60	The Production and Consumption of Marketing Theory. <i>Australasian Marketing Journal</i> , 2007, 15, 39-52.	5.4	5
61	Don Dixon: a scholar of marketing and gentleman of the first order. <i>Journal of Historical Research in Marketing</i> , 2011, 3, 96-107.	0.4	4
62	Pinpointing the Deeper Structures, Processes and Mechanisms of Change within Interactional Fields. <i>Australasian Marketing Journal</i> , 2014, 22, 45-50.	5.4	3
63	Countertrade and Internationalisation" An Australian Perspective. <i>Journal of Global Marketing</i> , 1997, 10, 5-25.	3.4	2
64	The Recognition of First Time International Entrepreneurial Opportunities: Evidence from Firms in Knowledge-Based Industries. <i>SSRN Electronic Journal</i> , 2008, , .	0.4	2
65	Roger A. Layton and Marketing Systems Theory. <i>Australasian Marketing Journal</i> , 2012, 20, 185-189.	5.4	2
66	Toward Agent-Based Models of the Development And Evolution of Business Relations and Networks. , 2010, , 414-421.		2
67	Exploitation versus Exploration in Market Competition. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	1
68	To Teach or Not to Teach Alderson? There is No Question. , 2006, , 529-538.		1
69	Managing and Being Managed in Relations and Networks in Academic Life. <i>Australasian Marketing Journal</i> , 2008, 16, 78-83.	5.4	1
70	The Business Genome Project and the advancement of business practice. <i>European Business Review</i> , 2008, 20, 331-349.	3.4	1
71	Tipping point: the teaching of the Wharton marketing theory seminar 50 years ago. <i>Journal of Historical Research in Marketing</i> , 2011, 3, 29-32.	0.4	1
72	Introduction to Special Issue on the Life and Work of Roger A. Layton. <i>Australasian Marketing Journal</i> , 2012, 20, 179-180.	5.4	1

#	ARTICLE	IF	CITATIONS
73	Opportunity Portfolio: Moving Beyond Single Opportunity Explanations in International Entrepreneurship Research. SSRN Electronic Journal, 0, , .	0.4	1
74	A Contingency Model of Export Entry Mode Performance. SSRN Electronic Journal, 0, , .	0.4	1
75	Modeling the Structural Dynamic of Industrial Networks. , 2010, , 347-365.		0
76	Firm Internationalization from a Network-Centric Complex-Systems Perspective. SSRN Electronic Journal, 0, , .	0.4	0
77	Connect, engage, transform: how B2B researchers can engage in impactful industry collaboration. Journal of Business and Industrial Marketing, 2020, 35, 1305-1310.	3.0	0
78	Vale Roger A. Layton: The Father of Marketing in Australasia. Australasian Marketing Journal, 0, , 183933492110286.	5.4	0
79	Diagnosing Chaos in the Logistic Family of Discrete Market Dynamical Models. SSRN Electronic Journal, 0, , .	0.4	0
80	Procurement Policy. Springer Texts in Business and Economics, 2015, , 227-273.	0.3	0
81	The Market Process. Springer Texts in Business and Economics, 2015, , 1-75.	0.3	0
82	Computer Simulation and Agent-Based Models as a Research Method. , 2018, , 377-398.		0