

Thomas Ritter

List of Publications by Year in descending order

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Version: 2024-02-01

59
papers

6,873
citations

147801

31
h-index

189892

50
g-index

63
all docs

63
docs citations

63
times ranked

3783
citing authors

#	ARTICLE	IF	CITATIONS
1	The impact of network capabilities and entrepreneurial orientation on university spin-off performance. <i>Journal of Business Venturing</i> , 2006, 21, 541-567.	6.3	886
2	Network competence. <i>Journal of Business Research</i> , 2003, 56, 745-755.	10.2	713
3	Value Creation in Buyer-Seller Relationships. <i>Industrial Marketing Management</i> , 2001, 30, 365-377.	6.7	622
4	Managing in complex business networks. <i>Industrial Marketing Management</i> , 2004, 33, 175-183.	6.7	493
5	Functions of industrial supplier relationships and their impact on relationship quality. <i>Industrial Marketing Management</i> , 2003, 32, 159-169.	6.7	372
6	Digitization capability and the digitalization of business models in business-to-business firms: Past, present, and future. <i>Industrial Marketing Management</i> , 2020, 86, 180-190.	6.7	341
7	The impact of a company's business strategy on its technological competence, network competence and innovation success. <i>Journal of Business Research</i> , 2004, 57, 548-556.	10.2	335
8	Network configuration and innovation success: An empirical analysis in German high-tech industries. <i>International Journal of Research in Marketing</i> , 1996, 13, 449-462.	4.2	302
9	Value Creation and Value Capture in Open Innovation. <i>Journal of Product Innovation Management</i> , 2018, 35, 930-938.	9.5	238
10	The Networking Company. <i>Industrial Marketing Management</i> , 1999, 28, 467-479.	6.7	235
11	Interorganizational relationships and networks. <i>Journal of Business Research</i> , 2003, 56, 691-697.	10.2	207
12	The impact of information technology deployment on trust, commitment and value creation in business relationships. <i>Journal of Business and Industrial Marketing</i> , 2004, 19, 197-207.	3.0	183
13	The wider implications of business-model research. <i>Long Range Planning</i> , 2018, 51, 1-8.	4.9	180
14	Measuring network competence: some international evidence. <i>Journal of Business and Industrial Marketing</i> , 2002, 17, 119-138.	3.0	172
15	Analyzing the impact of the coronavirus crisis on business models. <i>Industrial Marketing Management</i> , 2020, 88, 214-224.	6.7	161
16	Redefining market orientation from a relationship perspective. <i>European Journal of Marketing</i> , 2002, 36, 1119-1139.	2.9	140
17	The influence of adaptations, trust, and commitment on value-creating functions of customer relationships. <i>Journal of Business and Industrial Marketing</i> , 2003, 18, 353-365.	3.0	139
18	A Framework for Analyzing Interconnectedness of Relationships. <i>Industrial Marketing Management</i> , 2000, 29, 317-326.	6.7	137

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19	The knowledge retrieval matrix: codification and personification as separate strategies. <i>Journal of Knowledge Management</i> , 2005, 9, 133-143.	5.1	111
20	Relationship-specific antecedents of customer involvement in new product development. <i>International Journal of Technology Management</i> , 2003, 26, 482.	0.5	68
21	More is not always better: The impact of relationship functions on customer-perceived relationship value. <i>Industrial Marketing Management</i> , 2012, 41, 136-144.	6.7	65
22	Barriers of purchasing departments' involvement in marketing service procurement. <i>Industrial Marketing Management</i> , 2009, 38, 892-902.	6.7	53
23	Networking for the environment: The impact of environmental orientation on start-ups' networking frequency and network size. <i>Journal of Cleaner Production</i> , 2018, 179, 308-316.	9.3	52
24	Business relationships on different waves: Paradigm shift and marketing orientation revisited. <i>Industrial Marketing Management</i> , 2005, 34, 714-721.	6.7	51
25	The Future of B2B Customer Solutions in a Post-COVID-19 Economy: Managerial Issues and an Agenda for Academic Inquiry. <i>Journal of Service Research</i> , 2020, 23, 401-408.	12.2	46
26	Dynamics of relationships and networks " creation, maintenance and destruction as managerial challenges. <i>Industrial Marketing Management</i> , 2005, 34, 644-647.	6.7	45
27	Levels of Analysis in Business-to-Business Marketing. <i>Journal of Business-to-Business Marketing</i> , 2006, 13, 39-64.	1.5	39
28	A relationship strategy perspective on relationship portfolios: Linking customer profitability, commitment, and growth potential to relationship strategy. <i>Industrial Marketing Management</i> , 2014, 43, 1005-1011.	6.7	38
29	A framework for analyzing relationship governance. <i>Journal of Business and Industrial Marketing</i> , 2007, 22, 196-201.	3.0	37
30	Communicating firm competencies: Marketing as different levels of translation. <i>Industrial Marketing Management</i> , 2006, 35, 1032-1036.	6.7	36
31	Organizational relationship termination competence: A conceptualization and an empirical test. <i>Industrial Marketing Management</i> , 2011, 40, 988-993.	6.7	32
32	External performance barriers in business networks: uncertainty, ambiguity, and conflict. <i>Journal of Business and Industrial Marketing</i> , 2010, 25, 196-201.	3.0	28
33	Matching high-tech and high-touch in supplier-customer relationships. <i>European Journal of Marketing</i> , 2006, 40, 292-310.	2.9	23
34	Virtual Communities Practice. <i>International Journal of Knowledge Management</i> , 2008, 4, 46-61.	0.9	22
35	Multidexterity in customer relationship management: Managerial implications and a research agenda. <i>Industrial Marketing Management</i> , 2018, 69, 74-79.	6.7	18
36	Outsourcing, supply chain upgrading and connectedness of a firm's competencies. <i>Industrial Marketing Management</i> , 2009, 38, 387-393.	6.7	12

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37	Antecedents and consequences of sales representatives' relationship termination competence. Journal of Business and Industrial Marketing, 2013, 28, 41-49.	3.0	8
38	Wettbewerbsvorteile im Innovationsprozeß durch Netzwerk-Kompetenz: Ergebnisse einer empirischen Untersuchung. , 1999, , 385-409.		8
39	Information Technology Competence and Value Creation in Supplier-Customer Relationships. Journal of Relationship Marketing, 2005, 3, 45-59.	4.4	6
40	Technologie, Unternehmen, Netzwerk: Die Wirkung von Technologie- und Netzwerk-Kompetenz auf den Innovationserfolg und seine Voraussetzungen. , 2000, , 337-358.		6
41	The market-shaping potential of a crisis. Industrial Marketing Management, 2022, 103, 146-153.	6.7	6
42	The Fit Between Purchase Situations and B2B E-Marketplaces and its Impact on Relationship Success. Journal of Customer Behavior, 2002, 1, 395-414.	0.0	5
43	Functions, trust, and value in business relationships. Advances in Business Marketing and Purchasing, 2008, , 129-146.	0.3	5
44	Netzwerk-Fähigkeit von Unternehmen: Konzepte, Ergebnisse und Ausblick. , 2014, , 267-278.		5
45	Updating the theory of industrial marketing: Industrial marketing as a Bayesian process of belief-updating. Industrial Marketing Management, 2022, 102, 403-420.	6.7	5
46	Building the foundation of a Firm's market competence. Marketing Review St Gallen, 2010, 27, 54-58.	0.6	4
47	Enabling organizational value-chain processes through network capability. Journal of Global Scholars of Marketing Science, 2021, 31, 354-371.	2.0	4
48	Innovationsnetzwerke. , 2005, , 623-639.		4
49	The four executive challenges of project-based strategy. Strategy and Leadership, 2018, 46, 44-49.	0.5	3
50	Engaging in engaged B2B scholarship: relevance squared. Journal of Business and Industrial Marketing, 2019, 35, 615-618.	3.0	3
51	The Impact of Network Capabilities and Entrepreneurial Orientation on University Spin-off Performance*. , 2009, , 9-45.		3
52	The Impact of Radical Environmental Change on a Company's Network Activities: An Empirical Study in East and West Germany. , 1998, , 95-130.		3
53	Too Much of a Good Thing? The Nonlinear Effect of Dynamic Capabilities on New Venture Survival. Proceedings - Academy of Management, 2018, 2018, 16147.	0.1	2
54	Reclaiming or rebranding marketing: implications beyond digital. AMS Review, 2020, 10, 311-314.	2.5	2

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55	Linking Open Innovation to Business Models. Proceedings - Academy of Management, 2015, 2015, 16143.	0.1	2
56	Innovationsnetzwerke. , 2011, , 613-628.		0
57	Preventing the Gloomy Side of Innovation Collaboration. Proceedings - Academy of Management, 2012, 2012, 11070.	0.1	0
58	Beendigung von Geschäftsbeziehungen. , 2015, , 249-259.		0
59	Who Needs Business Experience? How Pre-Foundation Innovation Activities Impact Early Exports. Proceedings - Academy of Management, 2015, 2015, 18438.	0.1	0