

# Thomas Ritter

## List of Publications by Year in descending order

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Version: 2024-02-01

59  
papers

6,873  
citations

168829

31  
h-index

214428

50  
g-index

63  
all docs

63  
docs citations

63  
times ranked

4255  
citing authors

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 1  | Updating the theory of industrial marketing: Industrial marketing as a Bayesian process of belief-updating. <i>Industrial Marketing Management</i> , 2022, 102, 403-420.   | 3.7 | 5         |
| 2  | The market-shaping potential of a crisis. <i>Industrial Marketing Management</i> , 2022, 103, 146-153.   | 3.7 | 6         |
| 3  | Enabling organizational value-chain processes through network capability. <i>Journal of Global Scholars of Marketing Science</i> , 2021, 31, 354-371.  | 1.4 | 4         |
| 4  | 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.                                  | 3.7 | 341       |
| 5  | 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.   | 7.8 | 46        |
| 6  | Reclaiming or rebranding marketing: implications beyond digital. <i>AMS Review</i> , 2020, 10, 311-314.  | 1.1 | 2         |
| 7  | Analyzing the impact of the coronavirus crisis on business models. <i>Industrial Marketing Management</i> , 2020, 88, 214-224.   | 3.7 | 161       |
| 8  | Engaging in engaged B2B scholarship: relevance squared. <i>Journal of Business and Industrial Marketing</i> , 2019, 35, 615-618.   | 1.8 | 3         |
| 9  | 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.                                  | 4.6 | 52        |
| 10 | Multidexterity in customer relationship management: Managerial implications and a research agenda. <i>Industrial Marketing Management</i> , 2018, 69, 74-79.   | 3.7 | 18        |
| 11 | The wider implications of business-model research. <i>Long Range Planning</i> , 2018, 51, 1-8.   | 2.9 | 180       |
| 12 | The four executive challenges of project-based strategy. <i>Strategy and Leadership</i> , 2018, 46, 44-49.   | 0.3 | 3         |
| 13 | Too Much of a Good Thing? The Nonlinear Effect of Dynamic Capabilities on New Venture Survival. <i>Proceedings - Academy of Management</i> , 2018, 2018, 16147.  | 0.0 | 2         |
| 14 | Value Creation and Value Capture in Open Innovation. <i>Journal of Product Innovation Management</i> , 2018, 35, 930-938.  | 5.2 | 238       |
| 15 | Linking Open Innovation to Business Models. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16143.  | 0.0 | 2         |
| 16 | Beendigung von Geschäftsbeziehungen. , 2015, , 249-259.  |     | 0         |
| 17 | Who Needs Business Experience? How Pre-Foundation Innovation Activities Impact Early Exports. <i>Proceedings - Academy of Management</i> , 2015, 2015, 18438.  | 0.0 | 0         |
| 18 | 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. | 3.7 | 38        |

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 19 | Netzwerk-Fähigkeit von Unternehmen: Konzepte, Ergebnisse und Ausblick. , 2014, , 267-278.   |     | 5         |
| 20 | Antecedents and consequences of sales representatives' relationship termination competence. Journal of Business and Industrial Marketing, 2013, 28, 41-49.    | 1.8 | 8         |
| 21 | More is not always better: The impact of relationship functions on customer-perceived relationship value. Industrial Marketing Management, 2012, 41, 136-144. | 3.7 | 65        |
| 22 | Preventing the Gloomy Side of Innovation Collaboration. Proceedings - Academy of Management, 2012, 2012, 11070.   | 0.0 | 0         |
| 23 | Organizational relationship termination competence: A conceptualization and an empirical test. Industrial Marketing Management, 2011, 40, 988-993.            | 3.7 | 32        |
| 24 | Innovationsnetzwerke. , 2011, , 613-628.  |     | 0         |
| 25 | Building the foundation of a Firm's market competence. Marketing Review St Gallen, 2010, 27, 54-58.   | 0.6 | 4         |
| 26 | External performance barriers in business networks: uncertainty, ambiguity, and conflict. Journal of Business and Industrial Marketing, 2010, 25, 196-201.    | 1.8 | 28        |
| 27 | Outsourcing, supply chain upgrading and connectedness of a firm's competencies. Industrial Marketing Management, 2009, 38, 387-393.                           | 3.7 | 12        |
| 28 | Barriers of purchasing departments' involvement in marketing service procurement. Industrial Marketing Management, 2009, 38, 892-902.                         | 3.7 | 53        |
| 29 | The Impact of Network Capabilities and Entrepreneurial Orientation on University Spin-off Performance* . , 2009, , 9-45.                                      |     | 3         |
| 30 | Functions, trust, and value in business relationships. Advances in Business Marketing and Purchasing, 2008, , 129-146.  | 0.3 | 5         |
| 31 | Virtual Communities Practice. International Journal of Knowledge Management, 2008, 4, 46-61.  | 0.7 | 22        |
| 32 | A framework for analyzing relationship governance. Journal of Business and Industrial Marketing, 2007, 22, 196-201.   | 1.8 | 37        |
| 33 | Levels of Analysis in Business-to-Business Marketing. Journal of Business-to-Business Marketing, 2006, 13, 39-64.   | 0.8 | 39        |
| 34 | The impact of network capabilities and entrepreneurial orientation on university spin-off performance. Journal of Business Venturing, 2006, 21, 541-567.      | 4.0 | 886       |
| 35 | Matching high-tech and high-touch in supplier-customer relationships. European Journal of Marketing, 2006, 40, 292-310.                                       | 1.7 | 23        |
| 36 | Communicating firm competencies: Marketing as different levels of translation. Industrial Marketing Management, 2006, 35, 1032-1036.                          | 3.7 | 36        |

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|----|---|-----|-----------|
| 37 | Dynamics of relationships and networks " creation, maintenance and destruction as managerial challenges. <i>Industrial Marketing Management</i> , 2005, 34, 644-647.                        | 3.7 | 45        |
| 38 | Business relationships on different waves: Paradigm shift and marketing orientation revisited. <i>Industrial Marketing Management</i> , 2005, 34, 714-721.                                  | 3.7 | 51        |
| 39 | Information Technology Competence and Value Creation in Supplier-Customer Relationships. <i>Journal of Relationship Marketing</i> , 2005, 3, 45-59.   | 2.8 | 6         |
| 40 | The knowledge retrieval matrix: codification and personification as separate strategies. <i>Journal of Knowledge Management</i> , 2005, 9, 133-143.   | 3.2 | 111       |
| 41 | Innovationsnetzwerke. , 2005, , 623-639.  |     | 4         |
| 42 | Managing in complex business networks. <i>Industrial Marketing Management</i> , 2004, 33, 175-183.  | 3.7 | 493       |
| 43 | 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. | 1.8 | 183       |
| 44 | 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.            | 5.8 | 335       |
| 45 | Functions of industrial supplier relationships and their impact on relationship quality. <i>Industrial Marketing Management</i> , 2003, 32, 159-169.  | 3.7 | 372       |
| 46 | Interorganizational relationships and networks. <i>Journal of Business Research</i> , 2003, 56, 691-697.  | 5.8 | 207       |
| 47 | Network competence. <i>Journal of Business Research</i> , 2003, 56, 745-755.  | 5.8 | 713       |
| 48 | 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.         | 1.8 | 139       |
| 49 | Relationship-specific antecedents of customer involvement in new product development. <i>International Journal of Technology Management</i> , 2003, 26, 482.                                | 0.2 | 68        |
| 50 | Redefining market orientation from a relationship perspective. <i>European Journal of Marketing</i> , 2002, 36, 1119-1139.  | 1.7 | 140       |
| 51 | The Fit Between Purchase Situations and B2B E-Marketplaces and its Impact on Relationship Success. <i>Journal of Customer Behavior</i> , 2002, 1, 395-414.                                  | 0.0 | 5         |
| 52 | Measuring network competence: some international evidence. <i>Journal of Business and Industrial Marketing</i> , 2002, 17, 119-138.   | 1.8 | 172       |
| 53 | Value Creation in Buyer"Seller Relationships. <i>Industrial Marketing Management</i> , 2001, 30, 365-377.   | 3.7 | 622       |
| 54 | A Framework for Analyzing Interconnectedness of Relationships. <i>Industrial Marketing Management</i> , 2000, 29, 317-326.  | 3.7 | 137       |

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|----|--|-----|-----------|
| 55 | Technologie, Unternehmen, Netzwerk: Die Wirkung von Technologie- und Netzwerk-Kompetenz auf den Innovationserfolg und seine Voraussetzungen. , 2000, , 337-358.        |     | 6         |
| 56 | The Networking Company. Industrial Marketing Management, 1999, 28, 467-479.  | 3.7 | 235       |
| 57 | Wettbewerbsvorteile im Innovationsprozeß durch Netzwerk-Kompetenz: Ergebnisse einer empirischen Untersuchung. , 1999, , 385-409.                                       |     | 8         |
| 58 | The Impact of Radical Environmental Change on a Company's Network Activities: An Empirical Study in East and West Germany. , 1998, , 95-130.                           |     | 3         |
| 59 | Network configuration and innovation success: An empirical analysis in German high-tech industries. International Journal of Research in Marketing, 1996, 13, 449-462. | 2.4 | 302       |