

Services, industry evolution, and the competitive strate

Strategic Management Journal

36, 559-575

DOI: 10.1002/smj.2235

Citation Report

#	ARTICLE	IF	CITATIONS
1	Contracting for Innovation in Information Technology Outsourcing. SSRN Electronic Journal, 0, , .	0.4	0
2	Identification and evaluation of critical factors to technology transfer using AHP approach. International Strategic Management Review, 2015, 3, 24-42.	2.3	52
3	Why do servitized firms fail? A risk-based explanation. International Journal of Operations and Production Management, 2015, 35, 946-979.	5.9	207
4	Antecedents and Consequences of Business Model Innovation: The Role of Industry Structure. Advances in Strategic Management, 2015, , 347-386.	0.1	26
5	Knowledge management implementation, business process, and market relationship outcomes. Information Technology and People, 2015, 28, 500-528.	3.2	14
6	When and Why Do Customer Solutions Pay Off in Business Markets?. SSRN Electronic Journal, 0, , .	0.4	0
7	The GÃrtheborg IV model: Addressing the Cartesian continuum in product-service innovation. , 2016, , .		0
8	Matching Service Offerings and Product Operations: A Key to Servitization Success. Research Technology Management, 2016, 59, 29-36.	0.8	24
9	Effect of service integration strategy on industrial firm performance. Journal of Service Management, 2016, 27, 391-430.	7.2	34
10	Exploring Upcoming Theories for BMI Research: Enlightening the Dark Side of the Moon. , 2016, , 77-105.		0
11	The Moderating Role of Submarket Dynamics on the Product Customizationâ€Firm Survival Relationship. Organization Science, 2016, 27, 1049-1064.	4.5	4
12	Integration of Internet of Things components into a firmâ€™s offering portfolio â€ a business development framework. Info, 2016, 18, 53-63.	1.2	29
13	Developing Service-Based Business Models: Which Innovation Capability for Which Innovation Dimension?. Translational Systems Sciences, 2016, , 97-128.	0.2	4
14	Only the Brave: Product Innovation, Service Business Model Innovation, and Their Impact on Performance. Journal of Product Innovation Management, 2016, 33, 36-52.	9.5	319
15	When is servitization a profitable competitive strategy?. International Journal of Production Economics, 2016, 173, 43-53.	8.9	79
16	Service transition: A viable option for manufacturing companies with deteriorating financial performance?. Industrial Marketing Management, 2017, 60, 101-111.	6.7	74
17	Examining the influence of service additions on manufacturing firms' bankruptcy likelihood. Industrial Marketing Management, 2017, 60, 112-125.	6.7	88
18	Adopting a platform approach in servitization: Leveraging the value of digitalization. International Journal of Production Economics, 2017, 192, 54-65.	8.9	353

#	ARTICLE	IF	CITATIONS
19	Servitization and deservitization: Overview, concepts, and definitions. <i>Industrial Marketing Management</i> , 2017, 60, 4-10.	6.7	359
20	Are KIBS beneficial to international business performance. <i>Competitiveness Review</i> , 2017, 27, 80-95.	2.6	13
21	Exploring the managerial dilemmas encountered by advanced analytical equipment providers in developing service-led growth strategies. <i>International Journal of Production Economics</i> , 2017, 192, 120-132.	8.9	29
22	Capability antecedents and performance outcomes of servitization. <i>International Journal of Operations and Production Management</i> , 2017, 37, 444-467.	5.9	118
23	When and why do customer solutions pay off in business markets?. <i>Journal of the Academy of Marketing Science</i> , 2017, 45, 490-512.	11.2	81
24	Should everybody be in services? The effect of servitization on manufacturing firm performance. <i>Journal of Economics and Management Strategy</i> , 2017, 26, 820-841.	0.8	119
25	Sharing the burden of integration: An activity-based view to integrated solutions provisioning. <i>International Journal of Project Management</i> , 2017, 35, 1006-1021.	5.6	12
26	Service transitions of product-centric firms: An explorative study of service transition stages and barriers in Germany's energy market. <i>International Journal of Production Economics</i> , 2017, 192, 106-119.	8.9	64
27	Servitization for territorial competitiveness: taxonomy and research agenda. <i>Competitiveness Review</i> , 2017, 27, 2-11.	2.6	72
28	Servitization through outcome-based contract “A systems perspective from the defence industry. <i>International Journal of Production Economics</i> , 2017, 192, 133-143.	8.9	49
29	Exploring the journey to services. <i>International Journal of Production Economics</i> , 2017, 192, 66-80.	8.9	103
30	Servitization in mergers and acquisitions: Manufacturing firms venturing from emerging markets into advanced economies. <i>International Journal of Production Economics</i> , 2017, 192, 9-18.	8.9	61
31	Organizational capabilities for pay-per-use services in product-oriented companies. <i>International Journal of Production Economics</i> , 2017, 192, 157-168.	8.9	82
32	What brings the value to outcome-based contract providers? Value drivers in outcome business models. <i>International Journal of Production Economics</i> , 2017, 192, 169-181.	8.9	105
33	Territorial servitization: Exploring the virtuous circle connecting knowledge-intensive services and new manufacturing businesses. <i>International Journal of Production Economics</i> , 2017, 192, 19-28.	8.9	117
34	Competing in business-to-business sectors through pay-per-use services. <i>Journal of Service Management</i> , 2017, 28, 914-935.	7.2	28
36	The Servitization of Manufacturing: Why and How. <i>Studies in Managerial and Financial Accounting</i> , 2017, , 5-36.	0.2	2
37	Servitization Strategy: Key Features and Implementation Issues. <i>Studies in Managerial and Financial Accounting</i> , 2017, , 37-110.	0.2	3

#	ARTICLE	IF	CITATIONS
38	Service growth in product firms: Past, present, and future. <i>Industrial Marketing Management</i> , 2017, 60, 82-88.	6.7	242
39	Servitization, digitization and supply chain interdependency. <i>Industrial Marketing Management</i> , 2017, 60, 69-81.	6.7	402
40	Explaining servitization failure and deservitization: A knowledge-based perspective. <i>Industrial Marketing Management</i> , 2017, 60, 138-150.	6.7	136
41	Smart servitization within the context of industrial userâ€“supplier relationships: contingencies according to a machine tool manufacturer. <i>International Journal on Interactive Design and Manufacturing</i> , 2017, 11, 651-663.	2.2	61
42	Freemium, Network Effects and Digital Competition: Evidence from the Introduction of Game Center on the Apple App Store. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
43	A design-thinking perspective on capability development. <i>International Journal of Operations and Production Management</i> , 2018, 38, 1041-1060.	5.9	34
44	Deconstructing B2B, co-creation and service deployment in East Asia: evidence from Taiwan and PRC manufacturers. <i>Asia Pacific Business Review</i> , 2018, 24, 351-370.	2.9	5
45	Services, innovation, capabilities, and policy: Toward a synthesis and beyond. <i>Science and Public Policy</i> , 2018, 45, 863-874.	2.4	10
46	In the vanguard of openness: which dynamic capabilities are essential for innovative KIBS firms to develop?. <i>Industry and Innovation</i> , 2018, 25, 432-457.	3.1	26
47	Creating isolating mechanisms through digital servitization: The case of CovirÃn. <i>Strategic Change</i> , 2018, 27, 121-128.	4.1	19
48	Managerial practices and the productivity of knowledgeâ€“intensive service businesses: An analysis of digital/IT and cash management practices. <i>Strategic Change</i> , 2018, 27, 161-172.	4.1	9
49	The path to outcome delivery: Interplay of service market strategy and open business models. <i>Technovation</i> , 2018, 72-73, 46-59.	7.8	100
50	Uncovering the role of cross-border strategic alliances and expertise decision centralization in enhancing product-service innovation in MMNEs. <i>International Business Review</i> , 2018, 27, 814-825.	4.8	68
51	Born solution providers â€“ Dynamic capabilities for providing solutions. <i>Industrial Marketing Management</i> , 2018, 73, 31-46.	6.7	16
52	Service design visualization tools for supporting servitization in a machine tool manufacturer. <i>Industrial Marketing Management</i> , 2018, 71, 189-202.	6.7	20
53	Fortune favors the prepared: How SMEs approach business model innovations in Industry 4.0. <i>Technological Forecasting and Social Change</i> , 2018, 132, 2-17.	11.6	721
54	Archetypes of Service Innovation. <i>Journal of Service Research</i> , 2018, 21, 284-301.	12.2	137
55	Digital business models: Taxonomy and future research avenues. <i>Strategic Change</i> , 2018, 27, 87-90.	4.1	37

#	ARTICLE	IF	CITATIONS
56	Organizing for servitization: examining front- and back-end design configurations. International Journal of Operations and Production Management, 2018, 38, 249-271.	5.9	58
57	Forecasting sales in industrial services. Journal of Service Management, 2018, 29, 277-300.	7.2	17
58	Chapter 14 Industry 4.0 Technologies and Internationalization: Insights from Italian Companies. Progress in International Business Research, 2018, , 357-378.	0.4	18
59	The race between prepackaged and tailor-made software. , 2018, , .		0
60	Drivers and Barriers to Clean Cooking: A Systematic Literature Review from a Consumer Behavior Perspective. Sustainability, 2018, 10, 4322.	3.2	66
61	The Moderating Role of Tangibility in Synchronous Innovation in Services. Journal of Product Innovation Management, 2018, 35, 682-700.	9.5	7
62	Paths Toward Radical Service Innovation in Manufacturing Companiesâ€”A Serviceâ€”Dominant Logic Perspective. Journal of Product Innovation Management, 2018, 35, 701-719.	9.5	85
63	Customer satisfaction and different evaluation of it by companies. Economic Research-Ekonomska Istrazivanja, 2018, 31, 1330-1350.	4.7	16
64	Sustainable and Traditional Product Innovation without Scale and Experience, but Only for KIBS!. Sustainability, 2018, 10, 1169.	3.2	31
65	Industry shakeouts and product strategies: lessons from the US laser printer industry. Technology Analysis and Strategic Management, 2018, 30, 1182-1194.	3.5	0
66	Disentangling the effect of services on B2B firm value: Trade-offs of sales, profits, and earnings volatility. International Journal of Research in Marketing, 2018, 35, 205-223.	4.2	25
67	Business models dynamics and business ecosystems in the emerging 3D printing industry. Technological Forecasting and Social Change, 2018, 134, 234-245.	11.6	53
68	Territorial servitization and new local productive configurations: the case of the textile industrial district of Prato. Regional Studies, 2019, 53, 356-365.	4.4	27
69	The potential of mobility as a service bundles as a mobility management tool. Transportation, 2019, 46, 1951-1968.	4.0	112
70	Managing servitization in product companies: the moderating role of service suppliers. International Journal of Operations and Production Management, 2019, 39, 43-74.	5.9	78
71	Antecedents and implications of territorial servitization. Regional Studies, 2019, 53, 410-423.	4.4	50
72	Regional benefits of servitization processes: evidence from the wind-to-energy industry. Regional Studies, 2019, 53, 366-375.	4.4	24
73	The knowledge intensity and the economic performance in Taiwanâ€™s knowledge intensity business services. Economic Research-Ekonomska Istrazivanja, 2019, 32, 797-811.	4.7	16

#	ARTICLE	IF	CITATIONS
74	Assessment of Lean implementation in Hotelsâ€™ supply chains. Production, 0, 29, .	1.3	8
75	A Configurational Approach to Servitization: Review and Research Directions. Service Science, 2019, 11, 213-240.	1.3	33
76	Territorial servitization and the manufacturing renaissance in knowledge-based economies. Regional Studies, 2019, 53, 313-319.	4.4	52
77	Determinants of innovation performance. Academia Revista Latinoamericana De Administracion, 2019, 32, 40-62.	1.1	12
78	Managing ecosystems for service innovation: A dynamic capability view. Journal of Business Research, 2019, 104, 506-519.	10.2	96
79	Managing Emerging (Mis)Alignments in Data-Driven Servitization. Research Technology Management, 2019, 62, 37-45.	0.8	5
80	Impact of IT offerings strategies and IT integration capability on IT vendor value creation. European Journal of Information Systems, 2019, 28, 591-611.	9.2	11
81	Paths to service capability development for servitization: Examining an internal service ecosystem. Journal of Business Research, 2019, 104, 472-485.	10.2	45
82	The impact of technological innovation upon servitization. Journal of Manufacturing Technology Management, 2019, 30, 1097-1114.	6.4	12
83	Servitization: A contemporary thematic review of four major research streams. Industrial Marketing Management, 2019, 83, 207-223.	6.7	270
84	The measurement of degree of servitization: literature review and recommendations. Production Planning and Control, 2019, 30, 1118-1135.	8.8	23
85	A non-parametric analysis of competitiveness efficiency: The relevance of firm size and the configuration of competitive pillars. BRQ Business Research Quarterly, 2019, , .	3.7	22
86	Trademarksâ€™ relatedness to product and service innovation: A branding strategy approach. Research Policy, 2019, 48, 1340-1353.	6.4	78
87	Bundling and Exporting: Evidence from German SMEs. SSRN Electronic Journal, 2019, , .	0.4	2
88	The Survival Benefits of Service Intensity for New Manufacturing Ventures: A Resource-Advantage Theory Perspective. Journal of Service Research, 2019, 22, 352-370.	12.2	18
89	Causal or effectual? Dynamics of decision making logics in servitization. Industrial Marketing Management, 2019, 82, 15-26.	6.7	18
90	Product-service system business model archetypes and sustainability. Journal of Cleaner Production, 2019, 220, 1156-1166.	9.3	83
91	Archetypes of incumbentsâ€™ strategic responses to digital innovation. Journal of Intellectual Capital, 2019, 20, 662-679.	5.4	75

#	ARTICLE	IF	CITATIONS
92	Opportunities for ethnographic methodologies in B2B service research. <i>Journal of Services Marketing</i> , 2019, 34, 78-86.	3.0	11
93	When feature-based production capabilities challenge operations. <i>International Journal of Operations and Production Management</i> , 2019, 40, 221-242.	5.9	22
94	Servitization and digitalization in manufacturing: the influence on firm performance. <i>Journal of Business and Industrial Marketing</i> , 2019, 35, 564-574.	3.0	124
95	Servitization and business performance: the moderating effects of environmental uncertainty. <i>Journal of Business and Industrial Marketing</i> , 2019, 35, 803-815.	3.0	23
96	Antecedents of demand-side search in servitization of manufacturing firms: the critical role of service-oriented HRM practices and market capability. <i>Journal of Business and Industrial Marketing</i> , 2019, 34, 1827-1838.	3.0	10
97	Do extensive producer services promote manufacturing agglomeration? Evidence from territorial servitisation in Northeast China. <i>Economic Research-Ekonomska Istrazivanja</i> , 2019, 32, 3773-3794.	4.7	6
98	Which Service? How Industry Conditions Shape Firms'™ Service'™Type Choices. <i>Journal of Product Innovation Management</i> , 2019, 36, 381-407.	9.5	41
99	Servitizing industrial regions. <i>Regional Studies</i> , 2019, 53, 388-397.	4.4	24
100	Servitization and Industry 4.0 convergence in the digital transformation of product firms: A business model innovation perspective. <i>Technological Forecasting and Social Change</i> , 2019, 141, 341-351.	11.6	554
101	Servitization and sustainability actions. Evidence from European manufacturing companies. <i>Journal of Environmental Management</i> , 2019, 234, 367-378.	7.8	75
102	Application and performance impact of stage'™gate systems '™ the role services in the firm'™s business focus. <i>R and D Management</i> , 2019, 49, 534-554.	5.3	19
103	A Mid'™Range Theory of Control and Coordination in Service Triads. <i>Journal of Supply Chain Management</i> , 2019, 55, 21-47.	10.2	24
104	Antecedents of co-development and its effect on innovation performance. <i>Management Decision</i> , 2019, 57, 1609-1637.	3.9	19
105	Interorganisational Relationships in Times of Decline: Implications for Organisational Resilience. <i>Applied Psychology</i> , 2019, 68, 719-758.	7.1	13
106	Cross-functional integration for managing customer information flows in a project-based firm. <i>International Journal of Project Management</i> , 2019, 37, 145-160.	5.6	18
107	Exploring service innovation and value creation: The critical role of network relationships. <i>Journal of Management and Organization</i> , 2019, 25, 4-25.	3.0	9
108	Exploration, exploitation and innovation performance: disentangling the evolution of industry. <i>Industry and Innovation</i> , 2019, 26, 295-320.	3.1	32
109	Product'™service innovation and performance: the role of collaborative partnerships and R&D intensity. <i>R and D Management</i> , 2019, 49, 33-45.	5.3	172

#	ARTICLE	IF	CITATIONS
110	Dynamic Governance Matching in Solution Development. Journal of Marketing, 2020, 84, 105-124.	11.3	28
111	All the great things you can do with trademark data: Taking stock and looking ahead. Strategic Organization, 2020, 18, 472-484.	5.0	43
112	Optimal pricing problem for a pay-per-use system based on the Internet of Things with intertemporal demand. International Journal of Production Economics, 2020, 221, 107477.	8.9	13
113	Traditional manufacturing areas and the emergence of product-service systems: the case of Italy. Journal of Industrial and Business Economics, 2020, 47, 311-331.	1.5	7
114	Industry 4.0, digitization, and opportunities for sustainability. Journal of Cleaner Production, 2020, 252, 119869.	9.3	828
115	Framing the servitization transformation process: A model to understand and facilitate the servitization journey. International Journal of Production Economics, 2020, 221, 107463.	8.9	88
116	Servitization and bioeconomy transitions: Insights on prefabricated wooden elements supply networks. Journal of Cleaner Production, 2020, 244, 118711.	9.3	29
117	Innovation in legal services: The practices that influence ideation and codification activities. Journal of Business Research, 2020, 109, 132-147.	10.2	15
118	A Four-Pillared Holistic Model for Improving Performance in Engineering Virtual Project Teams. EMJ - Engineering Management Journal, 2020, 32, 107-119.	2.3	6
119	Emerging business models and implications for the transport ecosystem. Research in Transportation Economics, 2020, 83, 100911.	4.1	7
120	Industry's 4.0 transformation process: how to start, where to aim, what to be aware of. Production Planning and Control, 2022, 33, 492-512.	8.8	52
121	Digital marketing and business-to-business relationships: a close look at the interface and a roadmap for the future. European Journal of Marketing, 2020, 54, 1161-1179.	2.9	54
122	Are products striking back? The rise of smart products in business markets. Industrial Marketing Management, 2020, 90, 205-220.	6.7	21
123	The Industry Life Cycle in an Economic Downturn: Lessons from Firm's Behavior in Spain, 2007-2012. Journal of Business Cycle Research, 2020, , 1.	0.5	1
124	How to convert digital offerings into revenue enhancement - Conceptualizing business model dynamics through explorative case studies. Industrial Marketing Management, 2020, 91, 429-441.	6.7	64
125	A nonparametric analysis of competitiveness efficiency: The relevance of firm size and the configuration of competitive pillars. BRQ Business Research Quarterly, 2020, 23, 203-216.	3.7	19
126	Framework and Functionality Patterns for Smart Service Innovation. Procedia CIRP, 2020, 91, 851-857.	1.9	7
127	How Does Servitization Affect Firm Performance?. IEEE Transactions on Engineering Management, 2022, 69, 2871-2881.	3.5	8

#	ARTICLE	IF	CITATIONS
128	Drivers of and Obstacles to the Adoption of Toxicogenomics for Chemical Risk Assessment: Insights from Social Science Perspectives. <i>Environmental Health Perspectives</i> , 2020, 128, 105002.	6.0	17
129	Applying design science research methodology in the development of virtual reality forest management services. <i>Forest Policy and Economics</i> , 2020, 116, 102190.	3.4	11
130	Navigating disruptive crises through service-led growth: The impact of COVID-19 on Italian manufacturing firms. <i>Industrial Marketing Management</i> , 2020, 88, 225-237.	6.7	260
131	Servitization in the automotive industry: How car manufacturers become mobility service providers. <i>Strategic Change</i> , 2020, 29, 215-226.	4.1	27
132	A “blue ocean” strategy for developing visitor wine experiences: Unlocking value in the Cape region tourism market. <i>Journal of Hospitality and Tourism Management</i> , 2020, 43, 91-99.	6.6	19
133	Sustainable offers for drying and storage of grains: Identifying perceived value for Brazilian farmers. <i>Journal of Stored Products Research</i> , 2020, 87, 101579.	2.6	14
134	Environmental Turbulence as a Moderator on the Impact of Transformational Leadership and IT Business Strategy Alignment on EIS Adaptation. <i>International Journal of Information Systems in the Service Sector</i> , 2020, 12, 74-92.	0.4	0
135	Growth paths for overcoming the digitalization paradox. <i>Business Horizons</i> , 2020, 63, 313-323.	5.2	132
136	Hidden costs in different stages of advanced services – A multi-actor perspective of performance based contracts. <i>Journal of Business Research</i> , 2020, 121, 667-685.	10.2	11
138	The impact of servitization and digitization on productivity and profitability of the firm: a systematic approach. <i>Production Planning and Control</i> , 2021, 32, 185-197.	8.8	41
139	Innovation ecosystems for meeting sustainable development goals: The evolving roles of multinational enterprises. <i>Journal of Cleaner Production</i> , 2021, 281, 125329.	9.3	51
140	Business models towards SDGs: the barriers for operationalizing Product-Service System (PSS) in Brazil. <i>International Journal of Sustainable Development and World Ecology</i> , 2021, 28, 350-359.	5.9	11
141	A Conceptual Approximation Toward Occupational Safety and Health Within the Servitized Industry 4.0. <i>Lecture Notes in Management and Industrial Engineering</i> , 2021, , 37-48.	0.4	0
142	Investigating Barriers to Project Delivery using Virtual Teams. <i>Procedia Computer Science</i> , 2021, 181, 1083-1088.	2.0	8
143	Development Process for Smart Service Strategies: Grasping the Potentials of Digitalization for Servitization. <i>Management for Professionals</i> , 2021, , 205-237.	0.5	3
145	Reviewing Service Types from a Transaction Cost Economics Perspective. , 2021, , 197-213.		0
146	How Small and Medium Sized Firms Walk the Path to Hybridity. <i>Sustainability</i> , 2021, 13, 2511.	3.2	3
147	Digital servitization value co-creation framework for AI services: a research agenda for digital transformation in financial service ecosystems. <i>Journal of Research in Interactive Marketing</i> , 2021, 15, 200-222.	8.9	71

#	ARTICLE	IF	CITATIONS
148	Adopting service suppliers for servitisation: which type of supplier involvement is more effective?. Journal of Manufacturing Technology Management, 2021, 32, 977-993.	6.4	13
149	Exploring the interplay between Smart Manufacturing and KIBS firms in configuring product-service innovation performance. Technovation, 2022, 118, 102258.	7.8	41
150	Introducing goods innovation, service innovation, or both? Investigating the tension in managing innovation revenue streams for manufacturing and service firms. Journal of Operations Management, 2021, 67, 704-728.	5.2	11
151	Evaluating Ambiguous Offerings. Organization Science, 2021, 32, 257-272.	4.5	17
152	Ecosystems in support of social entrepreneurs: a literature review. Social Enterprise Journal, 2021, 17, 329-360.	1.8	30
153	The influence of dynamic capabilities on startup growth. RAUSP Management Journal, 2021, 56, 88-108.	1.4	8
154	“It’s not like we can charge for everything”: revenue models to capture value from smart services in Pacific Asia. Asia Pacific Business Review, 2021, 27, 405-430.	2.9	14
155	Business model innovation through the application of the Internet-of-Things: A comparative analysis. Journal of Business Research, 2021, 126, 126-136.	10.2	88
156	Multi-period lease contract for remanufactured products. AEJ - Alexandria Engineering Journal, 2021, 60, 2279-2289.	6.4	7
157	The double-edged sword of servitization in radical product innovation: The role of latent needs identification. Technovation, 2022, 118, 102284.	7.8	7
158	Servitization and performance: the moderating effect of supply chain integration. Production Planning and Control, 2023, 34, 242-259.	8.8	14
159	Theory development in servitization through the application of fsQCA and experiments. International Journal of Operations and Production Management, 2021, 41, 746-769.	5.9	20
160	Reconciling and reconceptualising servitization research: drawing on modularity, platforms, ecosystems, risk and governance to develop mid-range theory. International Journal of Operations and Production Management, 2021, 41, 465-493.	5.9	24
161	Strategic priorities and competitiveness of businesses operating in different entrepreneurial ecosystems: a benefit of the doubt (BOD) analysis. International Journal of Entrepreneurial Behaviour and Research, 2021, 27, 1351-1377.	3.8	10
162	On the road to digital servitization – The (dis)continuous interplay between business model and digital technology. International Journal of Operations and Production Management, 2021, 41, 694-722.	5.9	73
163	Digitalization as a way forward: A bibliometric analysis of 20 Years of servitization research. Journal of Cleaner Production, 2021, 300, 126943.	9.3	25
164	Optimal pricing strategy for a service provider in the presence of repetitive usage. International Transactions in Operational Research, 2022, 29, 2586-2612.	2.7	3
165	Digital Product – Service Innovation and Sustainability: A Multiple-Case Study in the Capital Goods Industry. Sustainability, 2021, 13, 6342.	3.2	9

#	ARTICLE	IF	CITATIONS
166	Servitisation on consumer markets: entry and strategy in Dutch private lease markets. <i>Innovation: Management, Policy and Practice</i> , 2022, 24, 231-250.	3.9	2
167	International resource configuration of product-related services in the digital age – An analysis of its antecedents. <i>Journal of Service Management</i> , 2021, ahead-of-print, .	7.2	4
168	Servitization research: A review and bibliometric analysis of past achievements and future promises. <i>Journal of Business Research</i> , 2021, 131, 151-166.	10.2	109
169	Performance effects of digital technology adoption and product & service innovation – A process-industry perspective. <i>Technovation</i> , 2021, 105, 102275.	7.8	118
170	Developing Innovative Integrated Business Solutions Using a Scrum Project Management Methodology. <i>Businesses</i> , 2021, 1, 91-101.	1.8	0
171	Public-private innovation networks in services: Revisiting PPPs with servitization. <i>Technovation</i> , 2022, 118, 102336.	7.8	2
172	A history-based framework of servitization and deservitization. <i>International Journal of Operations and Production Management</i> , 2021, 41, 723-745.	5.9	18
173	Indian Telemedicine Industry: Evolving Nature of Business Models and Customer Interactions. <i>South Asian Journal of Business and Management Cases</i> , 2021, 10, 327-343.	1.3	1
174	Bundling and exporting: Evidence from German SMEs. <i>Journal of Business Research</i> , 2021, 132, 32-44.	10.2	26
175	How Complementors Benefit from Taking Competition to the System Level. <i>Management Science</i> , 2021, 67, 5106-5123.	4.1	5
176	Market entry timing: The impact of complementary capabilities on strategic outcomes. <i>Journal of Business Research</i> , 2021, 132, 45-55.	10.2	3
177	Overcoming the challenges of smart solution development: Co-alignment of processes, routines, and practices to manage product, service, and software integration. <i>Technovation</i> , 2022, 118, 102382.	7.8	12
178	Innovation and Performance of Manufacturing Firms in Aspirant Markets: An Institutional Environment Approach. <i>Asia Pacific Journal of Management</i> , 2023, 40, 435-482.	4.5	9
179	Towards a Self-Service Approach in the Printing Industry. An Investigation of State of the Art Technologies Along with Industry 4.0 Changes. <i>Multidisciplinary Aspects of Production Engineering</i> , 2021, 4, 232-244.	0.2	0
180	The pricing capability lifecycle of digital innovations. <i>Technology Analysis and Strategic Management</i> , 2023, 35, 314-325.	3.5	4
181	External knowledge search, opportunity recognition and industry 4.0 adoption in SMEs. <i>International Journal of Production Economics</i> , 2021, 240, 108234.	8.9	62
182	Does digital finance promote manufacturing servitization: Micro evidence from China. <i>International Review of Economics and Finance</i> , 2021, 76, 856-869.	4.5	117
183	Anticipating promising services under technology capability for new product-service system strategies: An integrated use of patents and trademarks. <i>Computers in Industry</i> , 2021, 133, 103542.	9.9	8

#	ARTICLE	IF	CITATIONS
186	Role of supply chain integration in the product innovation capability of servitized manufacturing companies. Technovation, 2022, 118, 102216.	7.8	25
187	Digital Servitization: The Next "Big Thing" in Manufacturing Industries. IFIP Advances in Information and Communication Technology, 2019, , 510-517.	0.7	13
188	Rapid Sales Growth Mechanisms and Profitability for Investment Product Manufacturing SMEs Through Pay-Per-X Business Models. IFIP Advances in Information and Communication Technology, 2020, , 402-415.	0.7	4
189	Exploring the Journey to Services. Service Science: Research and Innovations in the Service Economy, 2019, , 377-407.	1.1	5
190	A Conceptual Framework for Servitization in Industry 4.0: Distilling Directions for Future Research. SSRN Electronic Journal, 0, , .	0.4	6
191	Servitization of public service processes with a simulation modelling approach. Engineering Management in Production and Services, 2020, 12, 116-131.	0.9	3
192	Triggering open service innovation through social media networks. Mercati & Competitivit�, 2017, , 21-40.	0.1	7
193	SERVICE MARKETING, VALUE CO-CREATION AND CUSTOMER SATISFACTION IN THE AIRSOFT INDUSTRY: CASE OF A TECHNOLOGY-BASED FIRM. Business, Management and Education, 2018, 16, 94-107.	1.8	5
195	European Integration, Industrial Growth and Structural Change. Eurasian Studies in Business and Economics, 2017, , 423-436.	0.4	0
197	Uncertainty Analysis for Software Service Evolution in the Heterogeneous Cloud Environment. Communications and Network, 2017, 09, 155-163.	0.8	0
198	Managing customer profitability to improve corporate performance in PSF. Corporate Ownership and Control, 2017, 15, 316-324.	1.0	0
199	Digitale Servitization " Die Rolle der Herkunft der Unternehmensleitung und des vergangenen Unternehmenserfolges. , 2018, , 207-237.		0
200	How Complementors Benefit from Taking Competition to the System Level. SSRN Electronic Journal, 0, , .	0.4	0
201	Datenfreigabe als Grundlage f�r erfolgreiche Smart Services im Business-to-Business-Kontext: Herausforderungen und erste L�sungsans�tze. , 2019, , 479-501.		1
203	Wachstumspfade zur "�berwindung des Digitalisierungsparadoxes. , 2020, , 453-466.		0
205	Managing the Transition to a Dual Business Model: Tradeoff, Paradox, and Routinized Practices. Organization Science, 2022, 33, 1964-1989.	4.5	17
206	UX Research Focused on Relational Personalization Level and Reuse of In-vehicle Voice Agent in a Car-sharing Service Context. Journal of Digital Contents Society, 2020, 21, 1311-1323.	0.4	0
207	Design " Die Entwicklung eines "idealen" Gesch�ftsmodells f�r den Zielmarkt. , 2021, , 77-115.		0

#	ARTICLE	IF	CITATIONS
208	Service customization in turbulent environments: Service business models and knowledge integration to create capability-based switching costs. <i>Industrial Marketing Management</i> , 2022, 100, 1-18.	6.7	24
209	Risky business? Shareholder value effects of service provision. <i>International Journal of Production Economics</i> , 2022, 244, 108369.	8.9	1
210	Competing on freemium: Digital competition with network effects. <i>Strategic Management Journal</i> , 2022, 43, 1374-1401.	7.3	14
211	Effective Small and Medium-Sized Enterprise Import Strategy: Its Drivers, Moderators, and Outcomes. <i>Journal of International Marketing</i> , 2022, 30, 18-39.	4.4	6
212	The Bullwhip Effect in Servitized Manufacturers. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
213	The Interrelationship Between Industry 4.0 and Servitization in Manufacturing SMEs: The Case of the Basque Country. <i>Future of Business and Finance</i> , 2021, , 201-215.	0.4	1
214	Digital servitization and new sustainable configurations of manufacturing systems. <i>Technological Forecasting and Social Change</i> , 2022, 176, 121441.	11.6	31
215	The threshold effect of manufacturing Servitization on carbon emission: An empirical analysis based on multinational panel data. <i>Structural Change and Economic Dynamics</i> , 2022, 60, 353-364.	4.5	17
216	Shareholder wealth implications of software firms' transition to cloud computing: a marketing perspective. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 1-25.	11.2	4
217	Choreographing salesperson face-to-face visits with a buyer organization: a social network perspective. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 615-638.	11.2	4
218	Review of PPX Business Models: Adaptability and Feasibility of PPX Models in the Equipment Manufacturing Industry. <i>IFIP Advances in Information and Communication Technology</i> , 2022, , 358-372.	0.7	4
219	The Impact of Mobile-Based Digital Transformation on Tax Stickiness. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
220	Product Co-design Supported by Industry 4.0 in Customized Manufacturing. <i>Lecture Notes in Mechanical Engineering</i> , 2022, , 186-199.	0.4	0
221	Becoming a smart solution provider: Reconfiguring a product manufacturer's strategic capabilities and processes to facilitate business model innovation. <i>Technovation</i> , 2022, 118, 102498.	7.8	28
222	Value creation or value destruction: Conceptualizing the experiential nature of value. <i>Journal of Consumer Behaviour</i> , 2022, 21, 583-601.	4.2	23
223	Capabilities supporting digital servitization: A multi-actor perspective. <i>Industrial Marketing Management</i> , 2022, 103, 97-116.	6.7	37
224	Moving toward autonomous solutions: Exploring the spatial and temporal dimensions of business ecosystems. <i>Industrial Marketing Management</i> , 2022, 103, 13-29.	6.7	8
227	The impact of servitization on manufacturing firms' market power: empirical evidence from China. <i>Journal of Business and Industrial Marketing</i> , 2023, 38, 609-621.	3.0	8

#	ARTICLE	IF	CITATIONS
228	Product and service innovation: Comparison between performance and efficiency. Journal of Innovation & Knowledge, 2022, 7, 100191.	14.0	27
229	Under which conditions do manufacturing companies choose FDI for service provision in foreign markets? An investigation using fsQCA. Industrial Marketing Management, 2022, 104, 38-50.	6.7	8
230	Exploring the Impact of Cross-side Network Interaction on Digital Platforms on Internationalization of Manufacturing Firms. Journal of International Management, 2022, 28, 100954.	4.2	14
231	Servitization: A State-of-the-Art Overview and Future Directions. , 2022, , 169-200.		12
232	An evaluation framework of IT-enabled service-oriented manufacturing. Systems Research and Behavioral Science, 2022, 39, 657-667.	1.6	3
233	Overcoming pandemic challenges through product innovation: The role of digital technologies and servitization. European Management Journal, 2022, 40, 707-717.	5.1	11
234	Affordances in blockchain-based financial recommendations concerned with life events and personalities. Enterprise Information Systems, 2022, 16, .	4.7	6
235	Service Orientation and Innovation Results: Theoretical Development Based on Service-Dominant Logic. Services Marketing Quarterly, 0, , 1-15.	1.1	0
236	The rise of the digital service economy in European regions. Industry and Innovation, 2023, 30, 637-663.	3.1	11
237	Servitisation and performance in the business-to-business context: the moderating role of Industry 4.0 technologies. Journal of Manufacturing Technology Management, 2022, 33, 108-128.	6.4	10
238	Putting the "service" into B2B marketing: key developments in service research and their relevance for B2B. Journal of Business and Industrial Marketing, 2023, 38, 272-289.	3.0	15
239	When does servitization promote product innovation? The moderating roles of product modularization and organization formalization. Technovation, 2022, 117, 102594.	7.8	6
240	Business Model Innovation between the embryonic and growth stages of industry lifecycle. Technovation, 2022, 117, 102592.	7.8	8
241	Complexity in a platform-based servitization: a complex adaptability theory perspective. International Journal of Logistics Research and Applications, 0, , 1-20.	8.8	4
242	The Evolution of Technology. Academy of Management Annals, 2023, 17, 141-180.	9.6	7
243	The perils of pleasing: Innovation-stifling effects of customized service provision. Journal of Evolutionary Economics, 0, , .	1.7	1
244	Multichannel digital service delivery and service ecosystems: The role of data integration within Smart Product-Service Systems. Technological Forecasting and Social Change, 2022, 183, 121894.	11.6	13
245	Manufacturing servitization in the digital economy: a configurational analysis from dynamic capabilities and lifecycle perspective. Industrial Management and Data Systems, 2023, 123, 79-111.	3.7	11

#	ARTICLE	IF	CITATIONS
246	Cognitive Digital Twin Enabling Smart Product-Services Systems: A Literature Review. IFIP Advances in Information and Communication Technology, 2022, , 77-89.	0.7	3
247	A predictive analytics approach to improve the dealers-manufacturer relationship in the after-sales service network; case study in the automotive industry. International Journal of Management Science and Engineering Management, 2023, 18, 225-235.	3.1	1
248	Service breadth or depth? A customer perspective. Supply Chain Management, 2022, ahead-of-print, .	6.4	4
249	Foreign market entry modes for servitization under diverse macroenvironmental conditions: taxonomy and propositions. International Marketing Review, 2023, 40, 561-584.	3.6	3
250	Family business, servitization, and performance: Evidence from Portugal. Technological Forecasting and Social Change, 2022, 185, 122053.	11.6	4
251	Impacts of Servitization Strategies on Ecosystem Leadership Development. Journal of Innovation Economics and Management, 2023, NÂ° 41, 151-180.	1.3	2
252	The Use of Social Media as a Water Tourism Destination Promotional Media at Banjar Hot Spring: Digital Marketing Perspective. International Journal of Social Science and Business, 2022, 6, 282-288.	0.2	1
253	Not all bad news is harmful to a good reputation: evidence from the most visible companies in the US. Journal of Management and Governance, 2024, 28, 9-36.	4.1	4
254	Service-Oriented Performers. Contributions To Management Science, 2023, , 131-172.	0.5	0
255	Re-discussion of servitization strategy and firm performance. Frontiers in Psychology, 0, 13, .	2.1	2
256	Servitization and organizational resilience of manufacturing firms: Evidence from the COVID-19 outbreak. International Journal of Production Economics, 2022, 250, 108685.	8.9	5
257	Has servitization reduced the embodied carbon emissions of manufacturing export trade? Evidence from 38 countries. Environmental Technology and Innovation, 2022, 28, 102950.	6.1	7
258	Assessment of industrial pre-determinants for territories with active product-service innovation ecosystems. Technovation, 2023, 119, 102658.	7.8	7
259	Treble innovation firms: Antecedents, outcomes, and enhancing factors. International Journal of Production Economics, 2023, 255, 108682.	8.9	16
260	Different Paths to Servitization Success: Evidence from Listed Manufacturing Firms in China. , 2022, , .		0
261	Editorial: Product-service innovation Systems“Opening-up servitization-based innovation to manufacturing industry. Technovation, 2023, 120, 102665.	7.8	7
262	Critically Analyze the Use of Strategic Management in The Public Sector. Frontiers in Business, Economics and Management, 2022, 7, 106-109.	0.1	0
263	Servitization strategies: shortcomings and opportunities in offering products and services in the agricultural segment. GEPROS: GestÃo Da ProduÃo, OperaÃes E Sistemas, 2022, 17, 86-107.	0.1	0

#	ARTICLE	IF	CITATIONS
264	Search for exploratory and exploitative service innovation in manufacturing firms: The role of ties with service intermediaries. <i>Journal of Innovation & Knowledge</i> , 2023, 8, 100288.	14.0	6
265	Servitization and Manufacturing Firms’ Performance: Korean Firm-Level Data Evidence. <i>East Asian Economic Review</i> , 2022, 26, 257-277.	0.6	1
266	Barriers and opportunities of digital servitization for SMEs: the effect of smart Product-Service System business models. <i>Service Business</i> , 2023, 17, 359-393.	4.2	11
267	Hybrid market offering in the medical technology sector and the role of network configuration: anßexploratory assessment in both developed and emerging markets. <i>International Marketing Review</i> , 2023, ahead-of-print, .	3.6	0
268	The innovation antecedents behind the servitizationÉperformance relationship. <i>R and D Management</i> , 2023, 53, 459-480.	5.3	5
269	International servitization: theoretical roots, research gaps and implications. <i>International Marketing Review</i> , 2023, 40, 338-364.	3.6	3
270	Tßrkiye¢de Hizmetler Sektßr¢ Ãßstihdamß ile Ekonomik Bßyßme Arasßndaki ßlißki. <i>Uluslararası Ekonomi Ve Yenilik Dergisi</i> , 2023, 9, 69-93.	0.7	1
271	Attribute-based choice model andßwillingness to pay forßindustrial services. <i>Benchmarking</i> , 0, , .	4.6	0
272	The Dynamics of Innovation. , 2023, , 79-113.		0
273	Redefining the characteristics of process-industries: A design theory approach. <i>Journal of Engineering and Technology Management - JET-M</i> , 2023, 68, 101748.	2.7	1
274	Identifying latent classes to successful AEC innovation through a survey of Finnish construction companies. <i>Construction Innovation</i> , 2023, 24, 163-187.	2.7	0
275	Servitization in cross-border relationships: investigating theßeffects of global supply chain dependence on the servitization level of the manufacturers. <i>International Journal of Operations and Production Management</i> , 2023, ahead-of-print, .	5.9	1
276	Organization Architecture Configurations for Successful Servitization. <i>Journal of Service Research</i> , 0, , .	12.2	1
277	The Interplay of Services Productivity and the Competitiveness of Colombian Exports. <i>Advances in Spatial Science</i> , 2023, , 401-423.	0.6	0
278	Managing digitization of industrial incumbents through innovation-oriented leadership. <i>Industrial Marketing Management</i> , 2023, 113, 232-242.	6.7	4
279	Economic policy uncertainty and business performance: The moderating role of service transformation. <i>International Review of Economics and Finance</i> , 2023, 88, 531-546.	4.5	5
280	A comparative study on the strategic roles of service customer equity and innovation protection onßfirm performance. <i>International Marketing Review</i> , 2023, ahead-of-print, .	3.6	0
281	Business Patterns and Reverse Innovation Cycles in the Sharing Economy. , 2023, , .		0

#	ARTICLE	IF	CITATIONS
282	Organizing Maintenance Service Contracts for Initial Purchases: The Interplay Among Product Type, Service Type, and Service Approach. <i>Journal of Business-to-Business Marketing</i> , 2023, 30, 311-332.	1.5	0
283	The role of social movements in transformative tourism development: Lessons learnt from a case study in Lithuania. <i>European Spatial Research and Policy</i> , 2023, 30, 79-101.	0.4	0
284	Effect of servitization on performance in manufacturing firms: A mediating effect model of digitalisation moderated by ESG performance. <i>Heliyon</i> , 2023, 9, e20831.	3.2	1
285	The impact of intelligent manufacturing on labor productivity: An empirical analysis of Chinese listed manufacturing companies. <i>International Journal of Production Economics</i> , 2024, 267, 109070.	8.9	7
286	Servitization Process Analysis: A Case Study of Automotive Headrest Manufacturing. <i>Sustainability</i> , 2023, 15, 15005.	3.2	0
287	Customer participation in manufacturing firms' new service development: the moderating role of CRM technology. <i>Journal of Business and Industrial Marketing</i> , 0, , .	3.0	0
288	Using trademarks to fend off import competition: Evidence from the top R&D-spending companies. <i>International Business Review</i> , 2024, 33, 102206.	4.8	0
289	Modularity, Adaptation Problems, and the Governance and Problem-Solving Capabilities of Core Firms in Ecosystems. <i>Journal of Management</i> , 0, , .	9.3	0
290	Permissibility vs. Feasibility: AI in service from a CX perspective. <i>Journal of Services Marketing</i> , 0, , .	3.0	0
291	The moderating role of technological collaboration in the relationship between absorptive capacity and servitization: an open innovation approach in high-tech industries. <i>Journal of Manufacturing Technology Management</i> , 2024, 35, 314-335.	6.4	0
292	Soft lean practices and organizational resilience in the service sector. <i>Management Decision</i> , 0, , .	3.9	0
293	Season Ticket Holders Satisfaction Scale: Turkish Validity and Reliability Study. <i>Akdeniz Spor Bilimleri Dergisi</i> , 0, , .	0.6	0
294	CEO Attentional Vigilance: Behavioral Implications for the Pursuit of Exploration. <i>Academy of Management Journal</i> , 0, , .	6.3	0
295	The recovery plans at the time of COVID-19 foster the journey toward smart city development and sustainability: a narrative review. <i>Environment, Development and Sustainability</i> , 0, , .	5.0	0
296	How industry integration improves the eco-efficiency of the textile industry: The case of Qun-yi village in China. <i>Journal of Cleaner Production</i> , 2024, 438, 140490.	9.3	0
297	Servitization and firm productivity premium across the product value chain: evidence from Russian manufacturing firms. <i>Journal of Business and Industrial Marketing</i> , 0, , .	3.0	0
298	How SMEs respond to an exogenous shock: Diversification, servitization and digitalization. , 2023, 2, 221-232.		0
299	The impending disruption of creative industries by generative AI: Opportunities, challenges, and research agenda. <i>International Journal of Information Management</i> , 2024, , 102759.	17.5	1

#	ARTICLE	IF	CITATIONS
300	Exploring the crossroads between digital servitization and sustainability from a business marketing perspective. Italian Journal of Marketing, 0, , .	2.8	0
301	Understanding the relationship between competitive strategy andÂproduct-service innovation: the role of the paradox of openness. Journal of Enterprise Information Management, 0, , .	7.5	0
302	The order of the factors matters: How digital transformation and servitization integrate more efficiently. International Journal of Production Economics, 2024, 271, 109228.	8.9	0