

# Heiko Wieland

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10399936/publications.pdf>

Version: 2024-02-01

12  
papers

1,292  
citations

933447

10  
h-index

1281871

11  
g-index

12  
all docs

12  
docs citations

12  
times ranked

966  
citing authors

#	ARTICLE	IF	CITATIONS
1	Innovation through institutionalization: A service ecosystems perspective. <i>Industrial Marketing Management</i> , 2015, 44, 63-72.	6.7	538
2	Converging on a New Theoretical Foundation for Selling. <i>Journal of Marketing</i> , 2018, 82, 1-18.	11.3	210
3	Rethinking the process of diffusion in innovation: A service-ecosystems and institutional perspective. <i>Journal of Business Research</i> , 2020, 116, 526-534.	10.2	132
4	Business models as service strategy. <i>Journal of the Academy of Marketing Science</i> , 2017, 45, 925-943.	11.2	107
5	A systemic logic for circular business models. <i>Journal of Business Research</i> , 2021, 125, 609-620.	10.2	106
6	Extending actor participation in value creation: an institutional view. <i>Journal of Strategic Marketing</i> , 2016, 24, 210-226.	5.5	88
7	Embedded Relationships: Implications for Networks, Innovation, and Ecosystems. <i>Journal of Business Market Management</i> , 2010, 4, 199-215.	0.7	40
8	Advancing sales theory through a holistic view: how social structures frame selling. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 221-226.	2.8	19
9	Extending the Context of Innovation: The Co-creation and Institutionalization of Technology and Markets. , 2017, , 43-57.		17
10	Social anxiety and salesperson performance: The roles of mindful acceptance and perceived sales manager support. <i>Journal of Business Research</i> , 2021, 124, 112-125.	10.2	13
11	Zooming Out and Zooming In: Service Ecosystems as Venues for Collaborative Innovation. <i>Translational Systems Sciences</i> , 2016, , 35-50.	0.2	12
12	On managerial relevance: reconciling the academic-practitioner divide through market theorizing. <i>AMS Review</i> , 2021, 11, 252-271.	2.5	10