

Antonella La Rocca

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11047587/publications.pdf>

Version: 2024-02-01

32
papers

795
citations

623734

14
h-index

642732

23
g-index

34
all docs

34
docs citations

34
times ranked

505
citing authors

#	ARTICLE	IF	CITATIONS
1	Relating in business networks: Innovation in practice. <i>Industrial Marketing Management</i> , 2014, 43, 441-447.	6.7	94
2	Initial relationship development in new business ventures. <i>Industrial Marketing Management</i> , 2013, 42, 1025-1032.	6.7	88
3	Customer involvement in new product development in B2B: The role of sales. <i>Industrial Marketing Management</i> , 2016, 58, 45-57.	6.7	82
4	Interaction behaviors in business relationships and heuristics: Issues for management and research agenda. <i>Industrial Marketing Management</i> , 2014, 43, 929-937.	6.7	73
5	Measuring customer attractiveness. <i>Industrial Marketing Management</i> , 2012, 41, 1241-1248.	6.7	67
6	Heuristics in customer-supplier interaction. <i>Industrial Marketing Management</i> , 2015, 48, 26-37.	6.7	54
7	Practice theory and the study of interaction in business relationships. <i>Industrial Marketing Management</i> , 2017, 60, 187-195.	6.7	54
8	The role of supplier relationships in the development of new business ventures. <i>Industrial Marketing Management</i> , 2019, 80, 149-159.	6.7	40
9	What remains to be discovered? Manifesto for researching the interactive business world. <i>Journal of Business and Industrial Marketing</i> , 2019, 34, 232-239.	3.0	29
10	Value creation and organisational practices at firm boundaries. <i>Management Decision</i> , 2014, 52, 2-17.	3.9	28
11	Learner Satisfaction in Marketing Simulation Games. <i>Journal of Marketing Education</i> , 2016, 38, 107-118.	2.4	23
12	Mobilizing suppliers when starting up a new business venture. <i>Industrial Marketing Management</i> , 2021, 93, 401-412.	6.7	20
13	Corporate associations in B2B: coping with multiple relationship-specific identities. <i>IMP Journal</i> , 2016, 10, 172-188.	0.8	17
14	Coordination between primary and secondary care: the role of electronic messages and economic incentives. <i>BMC Health Services Research</i> , 2017, 17, 149.	2.2	17
15	Construction of meanings in business relationships and networks. <i>IMP Journal</i> , 2015, 9, 163-176.	0.8	15
16	Good for science, but which implications for business? An analysis of the managerial implications in high-impact B2B marketing articles published between 2003 and 2012. <i>Journal of Business and Industrial Marketing</i> , 2014, 29, 574-592.	3.0	14
17	The emergence of the customer relationship portfolio of a new venture: a networking process. <i>Journal of Business and Industrial Marketing</i> , 2019, 34, 1066-1078.	3.0	14
18	Connecting IMP and entrepreneurship research: Directions for future research. <i>Industrial Marketing Management</i> , 2020, 91, 495-509.	6.7	14

#	ARTICLE	IF	CITATIONS
19	Service guarantees as a base for positioning in B2B. <i>Industrial Marketing Management</i> , 2019, 81, 78-86.	6.7	13
20	Business models in business networks – how do they emerge?. <i>IMP Journal</i> , 2017, 11, 398-416.	0.8	9
21	Commentary on “Storytelling by the sales force and its effect on buyer-seller exchange” by David Gilliam and Karen Flaherty. <i>Industrial Marketing Management</i> , 2015, 46, 143-146.	6.7	8
22	Interpersonal and Inter-organizational Trust in High-involvement Customer-Supplier Relationships: Antecedents, Consequences, and Moderators. <i>Advances in Business Marketing and Purchasing</i> , 2019, , 87-102.	0.3	6
23	Introduction: Starting Up in Business Networks”Why Relationships Matter in Entrepreneurship. , 2017, , 1-16.		4
24	Decisions when interacting in customer-supplier relationships. <i>Industrial Marketing Management</i> , 2022, 105, 380-387.	6.7	3
25	Customer-Supplier Relationships in B2B. , 2020, , .		1
26	Networked Innovation in Healthcare: Literature Review and Research Agenda on the Interplay of Inner and Outer Contexts of Innovation. , 2018, , 247-277.		1
27	Exploring the Role of Actors in the Formation of Market Relationships. , 2020, , 1-28.		1
28	Introduction: Controversies in Healthcare Innovation – Service, Technology and Organization. , 2018, , 1-17.		0
29	Interaction and Identities in Business Relationships. , 2020, , 163-191.		0
30	Actors in Interaction. , 2020, , 95-121.		0
31	Analysing Customer Supplier Relationships in Business Markets. , 2020, , 67-94.		0
32	Perspectives on Market: Business Markets as Networks. , 2020, , 29-66.		0