

Andrea Runfola

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/164313/publications.pdf>

Version: 2024-02-01

34
papers

783
citations

567281

15
h-index

552781

26
g-index

43
all docs

43
docs citations

43
times ranked

539
citing authors

#	ARTICLE	IF	CITATIONS
1	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
2	Business networks and retail internationalization: A case analysis in the fashion industry. <i>Industrial Marketing Management</i> , 2010, 39, 908-916.	6.7	61
3	Pharmaceutical industry riding the wave of sustainability: Review and opportunities for future research. <i>Journal of Cleaner Production</i> , 2020, 261, 121204.	9.3	59
4	Fast fashion companies coping with internationalization: driving the change or changing the model?. <i>Journal of Fashion Marketing and Management</i> , 2013, 17, 190-205.	2.2	55
5	Heuristics in customer-supplier interaction. <i>Industrial Marketing Management</i> , 2015, 48, 26-37.	6.7	54
6	New business models in online hotel distribution: emerging private sales versus leading IDS. <i>Service Business</i> , 2013, 7, 183-205.	4.2	47
7	The use of qualitative case studies in top business and management journals: A quantitative analysis of recent patterns. <i>European Management Journal</i> , 2017, 35, 116-127.	5.1	47
8	The integration between marketing and purchasing in the traceability process. <i>Industrial Marketing Management</i> , 2009, 38, 883-891.	6.7	40
9	Actors' roles in interaction and innovation in local systems: a conceptual taxonomy. <i>Journal of Business and Industrial Marketing</i> , 2015, 30, 269-278.	3.0	30
10	Relational paths in business network dynamics: Evidence from the fashion industry. <i>Industrial Marketing Management</i> , 2012, 41, 807-815.	6.7	28
11	Rethinking interaction in social distancing times: implications for business-to-business companies. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 105-115.	3.0	28
12	Internationalization through E-Commerce. The Case of MultiBrand Luxury Retailers in the Fashion Industry. <i>Advances in International Marketing</i> , 2015, , 15-31.	0.3	26
13	How western marketers respond to the new middle class in emerging market cities: The case of Italian fashion marketers. <i>International Business Review</i> , 2016, 25, 691-702.	4.8	25
14	MNE-NGO partnerships for sustainability and social responsibility in the global fast-fashion industry: A loose-coupling perspective. <i>International Business Review</i> , 2020, 29, 101736.	4.8	24
15	Connecting passion: Distinctive features from emerging entrepreneurial profiles. <i>Journal of Business Research</i> , 2018, 92, 403-411.	10.2	19
16	E-commerce internationalization for top luxury fashion brands: some emerging strategic issues. <i>Journal of Management Development</i> , 2020, 39, 423-436.	2.1	19
17	How do you depict sustainability? An analysis of images posted on Instagram by sustainable fashion companies. <i>Journal of Global Fashion Marketing</i> , 2022, 13, 101-115.	3.7	18
18	Let's play! Gamification as a marketing tool to deliver a digital luxury experience. <i>Electronic Commerce Research</i> , 2023, 23, 2135-2152.	5.0	16

#	ARTICLE	IF	CITATIONS
19	The role of actors in interactions between "innovation ecosystems" drivers and implications. IMP Journal, 2018, 12, 333-345.	0.8	11
20	Time in business-to-business interactions. A case analysis in textile and clothing. Journal of Global Fashion Marketing, 2014, 5, 87-102.	3.7	10
21	Italian firms in emerging markets: relationships and networks for internationalization in Africa. Journal of Small Business and Entrepreneurship, 2018, 30, 375-395.	4.9	10
22	Bridges to sustainable health systems: public-private interaction for market access. Journal of Business and Industrial Marketing, 2020, 35, 1929-1939.	3.0	10
23	Problematizing customization and IT in the fashion industry: A case study of an Italian shoemaker. Journal of Global Fashion Marketing, 2018, 9, 73-86.	3.7	9
24	Family firms between territory and internationalization: an authenticity based perspective. Entrepreneurship and Regional Development, 2021, 33, 555-579.	3.3	9
25	Developing fashion retail operations to growth in emerging markets. Journal of Global Fashion Marketing, 2019, 10, 145-162.	3.7	8
26	Heuristics in decision-making by exporting textiles SMEs. Journal of Global Fashion Marketing, 2021, 12, 1-15.	3.7	8
27	Adapting business models in buyer-seller relationships: paradoxes in the fast fashion supply chain. Journal of Business and Industrial Marketing, 2021, 36, 1273-1285.	3.0	8
28	The International Marketing Strategy of Luxury Food SMEs: The Case of Truffle. Journal of Food Products Marketing, 2020, 26, 600-618.	3.3	6
29	A stakeholder perspective on managing tensions in hybrid organizations: Analyzing fair trade for a sustainable development. Business Strategy and the Environment, 2022, 31, 3198-3215.	14.3	5
30	Relationship beginning and serendipity: insights from an Italian case study. IMP Journal, 2015, 9, 233-249.	0.8	4
31	Network interactions for pharmaceutical market access: findings from an explorative research. Journal of Business and Industrial Marketing, 2021, 36, 174-186.	3.0	4
32	Discovering Passion Through Entrepreneurial Stories: Emerging Features from Content Analysis. , 2020, , 29-53.		0
33	Luxury and Internationalization: Motives and Features. Palgrave Advances in Luxury, 2022, , 15-37.	0.2	0
34	Internationalization and Business Models of Luxury Fashion SMEs: Some Emerging Issues. Palgrave Advances in Luxury, 2022, , 165-186.	0.2	0