David SjÃ¶din

List of Publications by Year in descending order

48 papers	3,328 citations	172457 29 h-index	214800 47 g-index
49 all docs	49 docs citations	49 times ranked	1558 citing authors

#	Article	IF	Citations
1	Adopting a platform approach in servitization: Leveraging the value of digitalization. International Journal of Production Economics, 2017, 192, 54-65.	8.9	353
2	Reviewing Literature on Digitalization, Business Model Innovation, and Sustainable Industry: Past Achievements and Future Promises. Sustainability, 2019, 11, 391.	3.2	350
3	An agile co-creation process for digital servitization: A micro-service innovation approach. Journal of Business Research, 2020, 112, 478-491.	10.2	258
4	Value Creation and Value Capture Alignment in Business Model Innovation:ÂA Process View on Outcomeâ€Based Business Models. Journal of Product Innovation Management, 2020, 37, 158-183.	9.5	214
5	Open Innovation and the Stage-Gate Process: A Revised Model for New Product Development. California Management Review, 2010, 52, 106-131.	6.3	209
6	Transforming provider-customer relationships in digital servitization: A relational view on digitalization. Industrial Marketing Management, 2020, 89, 306-325.	6.7	204
7	Developing Global Service Innovation Capabilities: How Global Manufacturers Address the Challenges of Market Heterogeneity. Research Technology Management, 2015, 58, 35-44.	0.8	125
8	Dynamic capabilities for ecosystem orchestration A capability-based framework for smart city innovation initiatives. Technological Forecasting and Social Change, 2021, 166, 120614.	11.6	116
9	How AI capabilities enable business model innovation: Scaling AI through co-evolutionary processes and feedback loops. Journal of Business Research, 2021, 134, 574-587.	10.2	105
10	Co-evolution of platform architecture, platform services, and platform governance: Expanding the platform value of industrial digital platforms. Technovation, 2022, 118, 102218.	7.8	104
11	Value co-creation process of integrated product-services: Effect of role ambiguities and relational coping strategies. Industrial Marketing Management, 2016, 56, 108-119.	6.7	96
12	Capability configurations for advanced service offerings in manufacturing firms: Using fuzzy set qualitative comparative analysis. Journal of Business Research, 2016, 69, 5330-5335.	10.2	85
13	Relational governance strategies for advanced service provision: Multiple paths to superior financial performance in servitization. Journal of Business Research, 2019, 101, 906-915.	10.2	84
14	Risk management for product-service system operation. International Journal of Operations and Production Management, 2016, 36, 665-686.	5.9	81
15	Servitization of global service network actors â€“ A contingency framework for matching challenges and strategies in service transition. Journal of Business Research, 2019, 104, 461-471.	10.2	70
16	Exploring the microfoundations of servitization: How individual actions overcome organizational resistance. Journal of Business Research, 2018, 88, 328-336.	10.2	67
17	Mitigating adverse customer behaviour for product-service system provision: An agency theory perspective. Industrial Marketing Management, 2018, 74, 150-161.	6.7	58
18	Ecosystem transformation for digital servitization: A systematic review, integrative framework, and future research agenda. Journal of Business Research, 2022, 146, 176-200.	10.2	52

#	Article	IF	Citations
19	Configuring ecosystem strategies for digitally enabled process innovation: A framework for equipment suppliers in the process industries. Technovation, 2021, 105, 102250.	7.8	47
20	Towards a multi-level servitization framework. International Journal of Operations and Production Management, 2018, 38, 810-827.	5.9	44
21	How Individuals Engage in the Absorption of New External Knowledge: A Process Model of Absorptive Capacity. Journal of Product Innovation Management, 2019, 36, 356-380.	9.5	44
22	Managing Interorganizational Innovation Projects: Mitigating the Negative Effects of Equivocality Through Knowledge Search Strategies. Long Range Planning, 2016, 49, 691-705.	4.9	40
23	Strategic agility in innovation: Unpacking the interaction between entrepreneurial orientation and absorptive capacity by using practice theory. Journal of Business Research, 2020, 118, 12-25.	10.2	40
24	Evaluation of Digital Business Model Opportunities. Research Technology Management, 2021, 64, 43-53.	0.8	40
25	Managing digital servitization toward smart solutions: Framing the connections between technologies, business models, and ecosystems. Industrial Marketing Management, 2022, 105, 253-267.	6.7	38
26	A maturity framework for autonomous solutions in manufacturing firms: The interplay of technology, ecosystem, and business model. International Entrepreneurship and Management Journal, 2022, 18, 125-152.	5.0	36
27	Circular business model implementation: A capability development case study from the manufacturing industry. Business Strategy and the Environment, 2021, 30, 2745-2757.	14.3	34
28	Managing uncertainty and equivocality in joint process development projects. Journal of Engineering and Technology Management - JET-M, 2016, 39, 13-25.	2.7	33
29	Startups versus incumbents in â€˜greenâ€™ industry transformations: A comparative study of business model archetypes in the electrical power sector. Industrial Marketing Management, 2021, 96, 35-49.	6.7	33
30	Digital servitization strategies for SME internationalization: the interplay between digital service maturity and ecosystem involvement. Journal of Service Management, 2022, 33, 143-162.	7.2	31
31	Open innovation in process industries: a lifecycle perspective on development of process equipment. International Journal of Technology Management, 2011, 56, 225.	0.5	30
32	Knowledge processing and ecosystem co-creation for process innovation: Managing joint knowledge processing in process innovation projects. International Entrepreneurship and Management Journal, 2019, 15, 135-162.	5.0	29
33	Barriers and conditions of open operation: a customer perspective on value co-creation for integrated product-service solutions. International Journal of Technology Marketing, 2017, 12, 90.	0.2	27
34	A Survey Study of the Transitioning towards High-value Industrial Product-services. Procedia CIRP, 2014, 16, 176-180.	1.9	25
35	PROCUREMENT PROCEDURES FOR SUPPLIER INTEGRATION AND OPEN INNOVATION IN MATURE INDUSTRIES. International Journal of Innovation Management, 2010, 14, 655-682.	1.2	24
36	Win-win Collaboration, Functional Product Challenges and Value-chain Delivery: A Case Study Approach. Procedia CIRP, 2013, 11, 86-91.	1.9	18

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37	Managing interorganizational technology development: Project management practices for marketâ€•and scienceâ€based partnerships. Creativity and Innovation Management, 2017, 26, 115-127.	3.3	15
38	Procurement 4.0: How Industrial Customers Transform Procurement Processes to Capitalize on Digital Servitization. IEEE Transactions on Engineering Management, 2023, 70, 4175-4190.	3.5	12
39	Inherent paradoxes in the shift to autonomous solutions provision: a multilevel investigation of the shipping industry. Service Business, 2022, 16, 227-255.	4.2	10
40	What is the Market Value of Artificial Intelligence and Machine Learning? The Role of Innovativeness and Collaboration for Performance. Technological Forecasting and Social Change, 2022, 180, 121716.	11.6	9
41	Tracking innovation diffusion: AI analysis of large-scale patent data towards an agenda for further research. Technological Forecasting and Social Change, 2021, 165, 120524.	11.6	8
42	Coping with the relational paradoxes of outcome-based services. Industrial Marketing Management, 2022, 104, 14-27.	6.7	8
43	Exploratory and exploitative capability paths for innovation: A contingency framework for harnessing fuzziness in the front end. Technovation, 2022, 113, 102416.	7.8	7
44	Sustainable Management of Operation for Functional Products: Which Customer Values are of Interest for Marketing and Sales?. Procedia CIRP, 2015, 30, 299-304.	1.9	5
45	Functional Product Business Models: A Review of the Literature and Identification of Operational Tactical Practices. Procedia CIRP, 2014, 22, 157-162.	1.9	4
46	Digitalization of Complex Manufacturing - A Disruptive or Sustaining Innovation. Proceedings - Academy of Management, 2020, 2020, 18011.	0.1	2
47	Barriers and conditions of open operation: a customer perspective on value co-creation for integrated product-service solutions. International Journal of Technology Marketing, 2017, 12, 90.	0.2	2
48	Digital Business Model Innovation for Product-Service Systems. , 2021, , 89-101.		0