

# David Sjödin

## List of Publications by Year in descending order

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Version: 2024-02-01

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	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
2	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
3	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
4	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
5	Exploratory and exploitative capability paths for innovation: A contingency framework for harnessing fuzziness in the front end. Technovation, 2022, 113, 102416.	7.8	7
6	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
7	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
8	Coping with the relational paradoxes of outcome-based services. Industrial Marketing Management, 2022, 104, 14-27.	6.7	8
9	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
10	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
11	Evaluation of Digital Business Model Opportunities. Research Technology Management, 2021, 64, 43-53.	0.8	40
12	Digital Business Model Innovation for Product-Service Systems. , 2021, , 89-101.		0
13	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
14	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
15	Startups versus incumbents in "green" industry transformations: A comparative study of business model archetypes in the electrical power sector. Industrial Marketing Management, 2021, 96, 35-49.	6.7	33
16	Configuring ecosystem strategies for digitally enabled process innovation: A framework for equipment suppliers in the process industries. Technovation, 2021, 105, 102250.	7.8	47
17	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
18	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

#	ARTICLE	IF	CITATIONS
19	Value Creation and Value Capture Alignment in Business Model Innovation: A Process View on Outcome-Based Business Models. <i>Journal of Product Innovation Management</i> , 2020, 37, 158-183.	9.5	214
20	An agile co-creation process for digital servitization: A micro-service innovation approach. <i>Journal of Business Research</i> , 2020, 112, 478-491.	10.2	258
21	Strategic agility in innovation: Unpacking the interaction between entrepreneurial orientation and absorptive capacity by using practice theory. <i>Journal of Business Research</i> , 2020, 118, 12-25.	10.2	40
22	Transforming provider-customer relationships in digital servitization: A relational view on digitalization. <i>Industrial Marketing Management</i> , 2020, 89, 306-325.	6.7	204
23	Digitalization of Complex Manufacturing - A Disruptive or Sustaining Innovation. <i>Proceedings - Academy of Management</i> , 2020, 2020, 18011.	0.1	2
24	Servitization of global service network actors – A contingency framework for matching challenges and strategies in service transition. <i>Journal of Business Research</i> , 2019, 104, 461-471.	10.2	70
25	Relational governance strategies for advanced service provision: Multiple paths to superior financial performance in servitization. <i>Journal of Business Research</i> , 2019, 101, 906-915.	10.2	84
26	Reviewing Literature on Digitalization, Business Model Innovation, and Sustainable Industry: Past Achievements and Future Promises. <i>Sustainability</i> , 2019, 11, 391.	3.2	350
27	Knowledge processing and ecosystem co-creation for process innovation: Managing joint knowledge processing in process innovation projects. <i>International Entrepreneurship and Management Journal</i> , 2019, 15, 135-162.	5.0	29
28	How Individuals Engage in the Absorption of New External Knowledge: A Process Model of Absorptive Capacity. <i>Journal of Product Innovation Management</i> , 2019, 36, 356-380.	9.5	44
29	Towards a multi-level servitization framework. <i>International Journal of Operations and Production Management</i> , 2018, 38, 810-827.	5.9	44
30	Exploring the microfoundations of servitization: How individual actions overcome organizational resistance. <i>Journal of Business Research</i> , 2018, 88, 328-336.	10.2	67
31	Mitigating adverse customer behaviour for product-service system provision: An agency theory perspective. <i>Industrial Marketing Management</i> , 2018, 74, 150-161.	6.7	58
32	Adopting a platform approach in servitization: Leveraging the value of digitalization. <i>International Journal of Production Economics</i> , 2017, 192, 54-65.	8.9	353
33	Managing interorganizational technology development: Project management practices for market- and science-based partnerships. <i>Creativity and Innovation Management</i> , 2017, 26, 115-127.	3.3	15
34	Barriers and conditions of open operation: a customer perspective on value co-creation for integrated product-service solutions. <i>International Journal of Technology Marketing</i> , 2017, 12, 90.	0.2	27
35	Barriers and conditions of open operation: a customer perspective on value co-creation for integrated product-service solutions. <i>International Journal of Technology Marketing</i> , 2017, 12, 90.	0.2	2
36	Risk management for product-service system operation. <i>International Journal of Operations and Production Management</i> , 2016, 36, 665-686.	5.9	81

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37	Value co-creation process of integrated product-services: Effect of role ambiguities and relational coping strategies. <i>Industrial Marketing Management</i> , 2016, 56, 108-119.	6.7	96
38	Managing Interorganizational Innovation Projects: Mitigating the Negative Effects of Equivocality Through Knowledge Search Strategies. <i>Long Range Planning</i> , 2016, 49, 691-705.	4.9	40
39	Capability configurations for advanced service offerings in manufacturing firms: Using fuzzy set qualitative comparative analysis. <i>Journal of Business Research</i> , 2016, 69, 5330-5335.	10.2	85
40	Managing uncertainty and equivocality in joint process development projects. <i>Journal of Engineering and Technology Management - JET-M</i> , 2016, 39, 13-25.	2.7	33
41	Sustainable Management of Operation for Functional Products: Which Customer Values are of Interest for Marketing and Sales?. <i>Procedia CIRP</i> , 2015, 30, 299-304.	1.9	5
42	Developing Global Service Innovation Capabilities: How Global Manufacturers Address the Challenges of Market Heterogeneity. <i>Research Technology Management</i> , 2015, 58, 35-44.	0.8	125
43	Functional Product Business Models: A Review of the Literature and Identification of Operational Tactical Practices. <i>Procedia CIRP</i> , 2014, 22, 157-162.	1.9	4
44	A Survey Study of the Transitioning towards High-value Industrial Product-services. <i>Procedia CIRP</i> , 2014, 16, 176-180.	1.9	25
45	Win-win Collaboration, Functional Product Challenges and Value-chain Delivery: A Case Study Approach. <i>Procedia CIRP</i> , 2013, 11, 86-91.	1.9	18
46	Open innovation in process industries: a lifecycle perspective on development of process equipment. <i>International Journal of Technology Management</i> , 2011, 56, 225.	0.5	30
47	PROCUREMENT PROCEDURES FOR SUPPLIER INTEGRATION AND OPEN INNOVATION IN MATURE INDUSTRIES. <i>International Journal of Innovation Management</i> , 2010, 14, 655-682.	1.2	24
48	Open Innovation and the Stage-Gate Process: A Revised Model for New Product Development. <i>California Management Review</i> , 2010, 52, 106-131.	6.3	209