

Michael Kleinaltenkamp

List of Publications by Year in descending order

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69
papers

2,036
citations

361413
20
h-index

254184
43
g-index

76
all docs

76
docs citations

76
times ranked

1093
citing authors

#	ARTICLE	IF	CITATIONS
1	Blueprinting the service company. <i>Journal of Business Research</i> , 2004, 57, 392-404.	10.2	325
2	How Business Customers Judge Solutions: Solution Quality and Value in Use. <i>Journal of Marketing</i> , 2016, 80, 96-120.	11.3	281
3	Institutional logics matter when coordinating resource integration. <i>Marketing Theory</i> , 2014, 14, 291-309.	3.1	181
4	Resource integration. <i>Marketing Theory</i> , 2012, 12, 201-205.	3.1	149
5	The bonding effects of relationship value and switching costs in industrial buyer-seller relationships: An investigation into role differences. <i>Industrial Marketing Management</i> , 2012, 41, 82-93.	6.7	116
6	Modelling customer process activities in interactive value creation. <i>Journal of Service Management</i> , 2011, 22, 650-663.	7.2	63
7	Collective engagement in organizational settings. <i>Industrial Marketing Management</i> , 2019, 80, 11-23.	6.7	62
8	German approaches to business-to-business marketing theory: origins and structure. <i>Journal of Business Research</i> , 2002, 55, 149-155.	10.2	60
9	Mapping value in business markets: An integrative framework. <i>Industrial Marketing Management</i> , 2019, 79, 13-20.	6.7	60
10	Property Rights Design and Market Process: Implications for Market Theory, Marketing Theory, and S-D Logic. <i>Journal of Macromarketing</i> , 2011, 31, 148-159.	2.6	55
11	The antecedents and consequences of humour for service. <i>Journal of Service Theory and Practice</i> , 2016, 26, 137-162.	3.2	54
12	The Future of B2B Customer Solutions in a Post-COVID-19 Economy: Managerial Issues and an Agenda for Academic Inquiry. <i>Journal of Service Research</i> , 2020, 23, 401-408.	12.2	46
13	The value added by specific investments: a framework for managing relationships in the context of value networks. <i>Journal of Business and Industrial Marketing</i> , 2006, 21, 65-71.	3.0	43
14	Einführung in das Business-to-Business-Marketing. , 2000, , 171-247.		42
15	Usage center "value cocreation in multi-actor usage processes. <i>Journal of Service Theory and Practice</i> , 2017, 27, 721-737.	3.2	36
16	Managing value in use in business markets. <i>Industrial Marketing Management</i> , 2020, 91, 563-580.	6.7	33
17	Antecedents of knowledge generation competence and its impact on innovativeness. <i>Journal of Business and Industrial Marketing</i> , 2012, 27, 468-485.	3.0	29
18	Boundary objects for institutional work across service ecosystems. <i>Journal of Service Management</i> , 2018, 29, 615-640.	7.2	26

#	ARTICLE	IF	CITATIONS
19	Business-to-Business Markets â€œ Status Quo and Future Trends. Journal of Business Market Management, 2007, 1, 7-40.	0.7	24
20	Which types of multi-stage marketing increase direct customers' willingness-to-pay? Evidence from a scenario-based experiment in a B2B setting. Industrial Marketing Management, 2015, 47, 175-189.	6.7	23
21	The role of proto-institutions within the change of service ecosystems. Journal of Service Theory and Practice, 2018, 28, 609-635.	3.2	22
22	Technischer Vertrieb. , 2009, , .		22
23	A typology of business usage center members. Industrial Marketing Management, 2020, 85, 21-31.	6.7	20
24	Actor Ecosystem Readiness: Understanding the Nature and Role of Human Abilities and Motivation in a Service Ecosystem. Journal of Service Research, 2022, 25, 260-280.	12.2	19
25	Unpacking value creation and capture in B2B relationships. Industrial Marketing Management, 2021, 92, 163-177.	6.7	18
26	How business customers judge customer success management. Industrial Marketing Management, 2021, 96, 197-212.	6.7	18
27	Advancing marketing theory and practice: guidelines for crafting research propositions. AMS Review, 2021, 11, 395-406.	2.5	17
28	Customer capabilities for solution offerings in business markets. Industrial Marketing Management, 2020, 90, 44-59.	6.7	14
29	Engagement-driven institutionalization in market shaping: Synchronizing and stabilizing collective engagement. Industrial Marketing Management, 2021, 99, 69-78.	6.7	13
30	How Relationship Conditions Affect Suppliersâ€™ Resource Inputs. Australasian Marketing Journal, 2015, 23, 117-123.	5.4	11
31	What drives the implementation of customer success management? Antecedents of customer success management from suppliers' and customers' perspectives. Industrial Marketing Management, 2022, 102, 338-350.	6.7	11
32	Auswahl von Vertriebswegen. , 2006, , 321-367.		10
33	Customer Integration in Business-to-Business-Marketing. , 1997, , 27-48.		9
34	Marketing-EinfÃ¼hrung. , 2016, , .		8
35	Peter LaPlaca â€œ The best marketer of industrial and B2B marketing research. Industrial Marketing Management, 2018, 69, 125-126.	6.7	7
36	Aligning resource integration and organizational identities in project networks. Journal of Business and Industrial Marketing, 2020, 35, 1581-1589.	3.0	7

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37	Leistungsindividualisierung und -standardisierung. , 2015, , 277-295.		7
38	Changes of Organizational Usage Processes: Attitudes, Behaviours and Consequences. Marketing, Zeitschrift Fur Forschung Und Praxis, 2018, 40, 17-30.	0.2	7
39	The Impact of Psychological Ownership on Value in Use and Relational Outcomes. Journal of Service Management Research, 2018, 2, 50-70.	0.3	6
40	Customization of B2B Services: Measurement and Impact on Firm Performance. Journal of Service Management Research, 2017, 1, 39-56.	0.3	6
41	Dispersion of marketing activities in business-to-business firms. Journal of Business and Industrial Marketing, 2019, 34, 1160-1170.	3.0	5
42	From the Old Economy towards the New Economy: Managing the Transformation from the Marketing Point of View. , 2004, , 85-109.		5
43	Berufsbilder und Weiterbildungsbedarf im Technischen Vertrieb. , 1995, , .		5
44	A sense-based perspective on market shaping: Theorizing strategies for the origination and propagation of new resource linkages. Industrial Marketing Management, 2022, 100, 145-156.	6.7	5
45	Commentary essay on "blueprinting the service company" managing service processes efficiently. Journal of Global Scholars of Marketing Science, 2019, 29, 281-292.	2.0	4
46	Solution business fitness: measuring and managing across business logics. Journal of Business and Industrial Marketing, 2021, 36, 1116-1129.	3.0	4
47	Is Marketing Academia Losing Its Way? " a Commentary from a German Perspective. Australasian Marketing Journal, 2010, 18, 171-173.	5.4	3
48	Chapter 6 Multistage Marketing. Advances in Business Marketing and Purchasing, 2012, , 141-174.	0.3	3
49	Theoretical Perspectives of Business Relationships: Explanation and Configuration. Springer Texts in Business and Economics, 2015, , 27-54.	0.3	3
50	Customer acceptance of tradable service contracts. Journal of Business Economics, 2017, 87, 155-183.	1.9	2
51	Leaders in industrial marketing research: 25 years of analysis. Journal of Business and Industrial Marketing, 2019, 35, 586-601.	3.0	2
52	Customer Engagement in the Process of Service Provision. Journal of Service Management Research, 2019, 3, 12-23.	0.3	2
53	Marketing advantages via new manufacturing technologies. Robotics and Computer-Integrated Manufacturing, 1990, 7, 127-131.	9.9	1
54	Introduction on the Commentaries on Roger A. Layton's "There Could be More to Marketing than you Might Have Thought!". Australasian Marketing Journal, 2016, 24, 238-240.	5.4	1

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55	Neue Strukturen in Wertschöpfungsketten auf Business-to-Business-Märkten. , 2004, , 187-207.		1
56	Controlling der Kundenintegration. , 2006, , 343-372.		1
57	Theoretische Perspektiven auf Geschäftsbeziehungen – Erklärung und Gestaltung. , 2011, , 45-77.		1
58	Instrumente des Geschäftsbeziehungsmanagements. , 2011, , 195-253.		1
59	Einzelkundenbezogene Dienstleistungserstellung. , 2013, , 97-122.		1
60	Produktivität im Gesundheitssektor – Wertschöpfung in Nutzungsprozessen. , 2014, , 59-87.		1
61	Instruments of Business Relationship Management. Springer Texts in Business and Economics, 2015, , 195-243.	0.3	1
62	Introduction to Business-to-Business Marketing. Springer Texts in Business and Economics, 2015, , 129-170.	0.3	1
63	Social Attribution of Value – the Case of Electronic Engagement Platforms. , 2018, , 93-112.		1
64	Service Management: Scope, Challenges, and Future Developments. , 2022, , 53-69.		1
65	Deal-Making Negotiations by Governments and Major Product Suppliers: A Case Study of the U.S. Department of Defense and Airbus versus Boeing. Advances in Business Marketing and Purchasing, 2014, , 1-11.	0.3	0
66	Connect, engage, transform: how B2B researchers can engage in impactful industry collaboration. Journal of Business and Industrial Marketing, 2020, 35, 1305-1310.	3.0	0
67	Probleme der Implementierung und des Vertriebs von CIM-Systemen. Marketing, Zeitschrift Fur Forschung Und Praxis, 1990, 12, 193-204.	0.2	0
68	Die Dynamisierung strategischer Marketing-Konzepte. , 1995, , 59-83.		0
69	Der Wert des Kunden als Informant. , 2017, , 189-209.		0