

# Torger Reve

## List of Publications by Year in descending order

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25  
papers

2,498  
citations

567281

15  
h-index

642732

23  
g-index

25  
all docs

25  
docs citations

25  
times ranked

1037  
citing authors

#	ARTICLE	IF	CITATIONS
1	Distribution Channels as Political Economies: A Framework for Comparative Analysis. <i>Journal of Marketing</i> , 1980, 44, 52.	11.3	596
2	The Reliability and Validity of Key Informant Data from Dyadic Relationships in Marketing Channels. <i>Journal of Marketing Research</i> , 1982, 19, 517-524.	4.8	460
3	The Environment of Marketing Channel Dyads: A Framework for Comparative Analysis. <i>Journal of Marketing</i> , 1983, 47, 55-67.	11.3	379
4	The Reliability and Validity of Key Informant Data from Dyadic Relationships in Marketing Channels. <i>Journal of Marketing Research</i> , 1982, 19, 517.	4.8	293
5	Interorganizational Relations In Marketing Channels. <i>Academy of Management Review</i> , 1979, 4, 405-416.	11.7	202
6	Organization and governance in construction. <i>International Journal of Project Management</i> , 1984, 2, 17-25.	5.6	97
7	Transmitting signals to consumers for competitive advantage. <i>Business Horizons</i> , 1990, 33, 58-66.	5.2	93
8	Asymmetrical deployment of specific assets and contractual safeguarding in industrial purchasing relationships. <i>Journal of Business Research</i> , 2001, 51, 101-113.	10.2	73
9	Inter-firm governance and structural power in industrial relationships: the moderating effect of bargaining power on the contractual safeguarding of specific assets. <i>Scandinavian Journal of Management</i> , 2002, 18, 261-284.	1.9	55
10	Contracts and Commitment: Economic and Sociological Perspectives on Employment Relations. <i>Human Relations</i> , 1993, 46, 1103-1132.	5.4	41
11	Transaction Cost Analysis in Marketing: Looking Back, Moving Forward. <i>Journal of Retailing</i> , 2010, 86, 248-256.	6.2	34
12	Forming strategic alliances for asset development. <i>Scandinavian Journal of Management</i> , 1998, 14, 151-165.	1.9	33
13	Organizational buying in the offshore oil industry. <i>Industrial Marketing Management</i> , 1982, 11, 275-282.	6.7	32
14	Relational Contracting and Distribution Channel Cohesion. <i>Journal of Marketing Channels</i> , 1993, 2, 27-60.	0.4	23
15	Cluster and co-located cluster effects: An empirical study of six Chinese city regions. <i>Research Policy</i> , 2016, 45, 1984-1995.	6.4	23
16	A LITERATURE REVIEW OF CLUSTER THEORY: ARE RELATIONS AMONG CLUSTERS IMPORTANT?. <i>Journal of Economic Surveys</i> , 2018, 32, 1201-1220.	6.6	15
17	Price, authority and trust in international distribution channel relationships. <i>Scandinavian Journal of Management</i> , 1994, 10, 225-244.	1.9	12
18	Relations among Clusters in Six Chinese City Regions. <i>European Planning Studies</i> , 2013, 21, 1189-1209.	2.9	11

#	ARTICLE	IF	CITATIONS
19	THE EVOLUTION PROCESS OF ENTREPRENEURSHIP STUDIES IN THE 21ST CENTURY: RESEARCH INSIGHTS FROM TOP BUSINESS AND ECONOMICS JOURNALS. <i>Journal of Economic Surveys</i> , 2020, 34, 922-951.	6.6	8
20	Relations among Clusters. <i>European Planning Studies</i> , 2015, 23, 828-845.	2.9	5
21	Future Prospects of Marine Aquaculture. , 2018, , .		5
22	The organization of employment relations: Integrating sociological and economic approaches. <i>Scandinavian Journal of Management</i> , 1992, 8, 301-318.	1.9	4
23	Unpacking the U-shaped relationship between related variety and firm sales: Evidence from Japan. <i>Papers in Regional Science</i> , 2021, 100, 1136-1158.	1.9	3
24	The mediating role of cash slack in the related variety and sales growth relationship: Evidence from Norway. <i>Norsk Geografisk Tidsskrift</i> , 2022, 76, 29-41.	0.7	1
25	In memory of Johan Arndt. <i>Scandinavian Journal of Management Studies</i> , 1986, 2, 163-164.	0.3	0