

Publication List

Prof. Dr. Björn Sven Ivens (May 2022)

A. Monographs and Edited Volumes

- A.12 Gibbert, M.; Ivens, B.S.; Leischnig, A. (expected 2022): [Managing the Worst of all Types of Waste: Food Waste](#), Industrial Marketing Management, Special Issue (Edited volume).
- A.11 Diller, H., Beinert, M., Ivens, B.S., Müller, S. (2020): [Pricing](#), 5th ed., Stuttgart : Kohlhammer.
- A.10 Chakrabarti, R.; Henneberg, S.; Ivens, B.S. (2020): [Open Sustainability – Perspectives on Sustainability Partnerships and Networks on Business Markets](#), Industrial Marketing Management, Special Section (Edited volume).
- A.9 Becker, W.; Eierle, B.; Fliaster, A., Ivens, B.S.; Leischnig, A.; Pflaum, A.; Sucky, E. (2018): [Geschäftsmodelle in der digitalen Welt – Strategien, Prozesse und Praxiserfahrungen](#), Berlin : Springer Gabler (Edited volume).
- A.8 Ivens, B.S.; Vos, B.; Van de Vijver, M. (2013): [Key Supplier Management](#), Industrial Marketing Management, Special Issue (Edited volume).
- A.7 Diller, H.; Fürst, A.; Ivens, B.S. (2011): [Grundprinzipien des Marketing](#), 3. Aufl., Nürnberg : WIGIM.
- A.6 Bussmann, W.; Ivens, B.S. (2011): [Entlohnungssysteme im Key Account Management: Ergebnisse einer empirischen Studie](#), Bamberg / Düsseldorf : Universität Bamberg / Mercuri International / European Foundation for KAM.
- A.5 Ivens, B.S.; Pardo, C.; Tunisini, A. (2009): [Integrating Marketing and Purchasing Functions on Business Markets](#), Industrial Marketing Management, Special Issue (Edited volume).
- A.4 Ivens, B.S. (2009): [Prozessorientiertes Marketing – Konzeptionelle Grundlagen und Ergebnisse einer empirischen Studie zu Verbreitungsgrad, Antezedenten und Erfolgswirkungen](#), Nürnberg : GIM-Verlag (Habilitation thesis, published).
- A.3 Haas, A.; Ivens, B.S. (2005, Hrsg.): [Innovatives Marketing: Entscheidungsfelder – Management – Instrumente](#), Wiesbaden : Gabler Verlag (Edited volume).
- A.2 Diller, H.; Haas, A.; Ivens, B.S. (2005): [Verkauf und Kundenmanagement – Eine prozessorientierte Konzeption](#), Stuttgart : Kohlhammer Verlag (Text book).
- A.1 Ivens, B.S. (2002): [Beziehungsstile im Business-to-Business-Geschäft: Formen, Erfolgswirkungen und Determinanten einer Differenzierung des Beziehungsmarketing](#), Nürnberg : GIM-Verlag (Doctoral thesis, published).

B. Publications in Journals, Proceedings, and Edited Volumes

B.I Publications in Peer-Reviewed Journals

- B.I.83 Pardo, C., Ivens, B.S., Wei, R. (2022), Integrating the business networks and internet of things perspectives: A system of systems (SoS) approach for industrial markets, [Industrial Marketing Management](#), 104, 258-275. doi.org/10.1016/j.indmarman.2022.04.012
- B.I.82 Hémonnet-Goujot, A., Ivens, B.S., Pardo, C. (2022), Network creativity: A conceptual lens for inter- and intra-organisational creative processes, [Industrial Marketing Management](#), 102, 503-513. doi.org/10.1016/j.indmarman.2022.02.002
- B.I.81 Herhausen, D.B., Ivens, B.S., Spencer, R., Weiber, M. (2022), Key account management configurations and their effectiveness: A quasi-replication and extension, [Industrial Marketing Management](#), 101, 98-112. doi.org/10.1016/j.indmarman.2021.12.002
- B.I.80 Cova, B., Ivens, B.S., Spencer, R. (2021), The Ins and Outs of Market Shaping: Exclusion as a Dark Side, [Journal of Business Research](#), Special Issue: Market Shaping and Innovation, 124, 483-493. doi.org/10.1016/j.jbusres.2020.10.014
- B.I.79 Feste, J., Ivens, B.S., Pardo, C. (2020), Key account selection as a political process: Conceptual foundation and exploratory investigation, [Industrial Marketing Management](#), 90, 417-434. doi.org/10.1016/j.indmarman.2020.07.024
- B.I.78 Peters, L., Ivens, B.S., Pardo, C. (2020), Identification as a challenge in key account management: Conceptual foundations and a qualitative empirical study, [Industrial Marketing Management](#), 90, 300-313. doi.org/10.1016/j.indmarman.2020.07.020
- B.I.77 Pardo, C., Ivens, B.S., Pagani, M. (2020), Are products striking back? The rise of smart products in business markets, [Industrial Marketing Management](#), 90, 205-220. doi.org/10.1016/j.indmarman.2020.06.011
- B.I.76 Chakrabarti, R., Henneberg, S.C., Ivens, B.S. (2020), Open Sustainability: Conceptualization and Considerations, [Industrial Marketing Management](#), 89, 528-534. doi.org/10.1016/j.indmarman.2020.04.024
- B.I.75 Fleischmann, M., Ivens, B.S.; Krishnamachari, B. (2020), Blockchain Technology as a Means of Brand Trust Repair, [Proceedings of the 53rd Hawaii International Conference on System Sciences Conference](#). <https://aisel.aisnet.org/hicss-53/os/blockchain/6/>
- B.I.74 Ivens, B.S., Riedmüller, F., Van Dyck, P. (2020), Success factors in managing the sponsor–sponsee relationship—A fuzzy-set qualitative comparative analysis for state-owned enterprises in Germany, [International Journal of Sports Marketing and Sponsorship](#), *forthcoming*. 10.1108/IJSMS-09-2019-0102

- B.I.73 Riedmüller, F., Ivens, B.S., Van Dyck, P. (2020), Sponsorship Research Over Three Decades: A Bibliometric Citation Analysis, [Academic Journal of International Economics and Management Research](#), *1(1)*, 24-32.
- B.I.72 Pardo, C., Ivens, B.S., Niersbach, B. (2020), An Identity Perspective on Key Account Managers as Paradoxical Relationship Managers, [Industrial Marketing Management](#), *89*, 355-372. <https://doi.org/10.1016/j.indmarman.2019.10.008>
- B.I.71 Fleischmann, M., Ivens, B.S. (2019), Exploring the Role of Trust in Blockchain Adoption – An Inductive Approach, [Proceedings of the 52nd Hawaii International Conference on System Sciences Conference](#), 6845-6854.
- B.I.70 Hein, D., Rauschnabel, P., He, J., Richter, L., Ivens, B.S. (2018), What Drives the Adoption of Autonomous Cars?, [Proceedings of the 39th International Conference on Information Systems \(ICIS\)](#), San Francisco.
- B.I.69 Haikel-Elsabeh, M., Zhao, Z., Ivens, B.S.; Brem, A. (2018), When is Brand Content Shared on Facebook? A Field Study on Online Word-of-Mouth, [International Journal of Market Research](#), *61(3)*, 287-301.
- B.I.68 Ivens, B.S., Leischnig, A., Pardo, C., Niersbach, B. (2018), Key Account Management as a Firm Capability, [Industrial Marketing Management](#), *74*, 39 – 49. doi.org/10.1016/j.indmarman.2017.09.026
- B.I.67 Leischnig, A., Ivens, B.S., Kammerlander, N. (2017), A New Conceptual Lens for Marketing: A Configurational Perspective Based on the Business Model Concept, [Academy of Marketing Science Review](#), *7(3)*, 138 - 153. [dx.doi.org/10.1007/s13162-017-0107-6](https://doi.org/10.1007/s13162-017-0107-6)
- B.I.66 Kampfer, K., Leischnig, A., Ivens, B.S., Spence, C. (2017), Touch-Flavor Transference: Assessing the Effect of Packaging Weight on Gustatory Evaluations, Desire for Food and Beverages, and Willingness to Pay, [PLOS ONE](#), open access journal, *12(10)*, e0186121.
- B.I.65 Leischnig, A., Ivens, B.S., Niersbach, B., Pardo, C. (2017), Mind the Gap: A Process Model for Diagnosing Barriers to Key Account Management Implementation, [Industrial Marketing Management](#), *published as online first version, print version in press*. [dx.doi.org/10.1016/j.indmarman.2017.07.008](https://doi.org/10.1016/j.indmarman.2017.07.008)
- B.I.64 Leischnig, A., Wöfl, S., Ivens, B.S. (2017), From Digital Business Strategy to Market Performance: Insights into Key Concepts and Processes, [Proceedings of the 38th International Conference on Information Systems \(ICIS\)](#), Seoul, South Korea, Manuscript ID ICIS-t.b.a..
- B.I.63 Hein, D., Ivens, B.S., Leischnig, A. (2017), From CRM-System Effectiveness to Profitability, [Proceedings of the 38th International Conference on Information Systems \(ICIS\)](#), Seoul, South Korea, Manuscript ID ICIS- t.b.a..
- B.I.62 Wöfl, S., Leischnig, A., Ivens, B.S. (2017), Analytics, Innovativeness, and Innovation Performance, [Proceedings of the 38th International Conference on Information Systems \(ICIS\)](#), Seoul, South Korea.

- B.I.61 Kampfer, K., Ivens, B.S., Brem, A. (2017), Multisensory innovation: Haptic input and its role in product design, [IEEE Engineering Management Review](#), 45(4), 32-38. [10.1109/EMR.2017.2768504](https://doi.org/10.1109/EMR.2017.2768504)
- B.I.60 Hillebrandt, I., Ivens, B.S., Molloy, J., Oppelt, H., Rauschnabel, P.A. (2017). Measuring and Managing Organizations' Social Media Climate: The Social Media Climate Index (SOMECLIX), [International Journal of Technology Marketing](#), 13(1), 1-20. doi.org/10.1504/IJTMKT.2018.099854
- B.I.59 Brech, F., Messer, U., Vander Schee, B.A., Rauschnabel, P.A., Ivens, B.S. (2017). Engaging Fans and the Community: Examining Factors Related to Interaction with Institutions of Higher Education, [Journal of Marketing for Higher Education](#), 27(1), 112-130. dx.doi.org/10.1080/08841241.2016.1219803
- B.I.58 Ivens, B.S., Burkert, M., Henneberg, S., Schradi, P. (2016), Organizing for Value Appropriation: Configurations and Performance Outcomes of Price Management, [Industrial Marketing Management](#), 61, 194-209. dx.doi.org/10.1016/j.indmarman.2016.06.007
- B.I.57 Vöster, J., Ivens, B.S., Leischnig, A. (2016), Partitioned Pricing: Review of the Literature and Directions for Future Research, [Review of Managerial Science](#), 11(4), 879-931. DOI: [10.1007/s11846-016-0208-x](https://doi.org/10.1007/s11846-016-0208-x)
- B.I.56 Paulssen, M., Leischnig, A., Ivens, B.S., Birk, M. (2016), Relational Norms in Customer-Company Relationships: Net and Configurational Effects, [Journal of Business Research](#), 69 (12), 5866-5874. dx.doi.org/10.1016/j.jbusres.2016.04.101
- B.I.55 Leischnig, A., Wölfl, S., Ivens, B.S. (2016), When Does Digital Business Strategy Matter to Market Performance?, [Proceedings of the 37th International Conference on Information Systems \(ICIS\)](#), Dublin, Ireland, Manuscript ID ICIS-0717-2016.
- B.I.54 Ivens, B.S., Pardo, C., Niersbach, B., Leischnig, A. (2016), Firm-internal key account management networks: Framework, case study, avenues for future research, [Industrial Marketing Management](#), 45, 102-113.
- B.I.53 Rauschnabel, P.A., Kammerlander, N., Ivens, B.S. (2016), Collaborative Brand Attacks in Social Media: Exploring the Antecedents, Characteristics, and Consequences of a New Form of Brand Crisis, [Journal of Marketing Theory & Practice](#), 24(4), 381-410. dx.doi.org/10.1080/10696679.2016.1205452
- B.I.52 Rauschnabel, P.A., Krey, N., Babin, B.J., Ivens, B.S. (2016), Brand Management in Higher Education: The University Brand Personality Scale, [Journal of Business Research](#), 69(8), 3077-3086.
- B.I.51 Ivens, B.S.; Pardo, C. (2016), Managerial Implications of Research on Inter-organizational Interfaces: The Case of Key Account Management, [The IMP Journal – Industrial Marketing & Purchasing](#), 10(1), 25-49.
- B.I.50 Leischnig, A., Ivens, B.S., Henneberg, S. (2015), When Stress Frustrates & When It Does Not: Configural Models of Frustrated versus Mellow Salespeople, [Psychology & Marketing](#), 32 (11), 1098-1114.

- B.I.49 Ivens, B.S.; Niersbach, B.; Pardo, C. (2015), Key Account Management: Selling? Or Providing Services? ... Or Both?, [Marketing Review St. Gallen](#), 32 (6), 70-78.
- B.I.48 Ivens, B.S., Leischnig, A., Müller, B., Valta, K. (2015), On the role of brand stereotypes in shaping consumer response toward brands: An empirical examination of direct and mediating effects of warmth and competence, [Psychology & Marketing](#), 32 (8), 808-820.
- B.I.47 Rauschnabel, P.A., Herz, M., Schlegelmilch, B., Ivens, B. (2015), Brands and religious labels: A spillover perspective, [Journal of Marketing Management](#), 31(11/12), 1285-1309. [dx.doi.org/10.1080/0267257X.2015.1013489](https://doi.org/10.1080/0267257X.2015.1013489)
- B.I.46 Rauschnabel, P.A., Brem, A., Ivens, B.S. (2015), Who will buy smart glasses? Empirical results of two pre-market-entry studies on the role of personality in individual awareness and intended adaption of Google Glass, [Computers in Human Behavior](#), 49, 635-647.
- B.I.45 Ivens, B.S., Pardo, C. (2015), Fragmentierung von Marketing- und Vertriebseinheiten: Sicherung von Effektivität und Effizienz durch Alignment, [Marketing Review St. Gallen](#), 32 (5), 52-59.
- B.I.44 Horn, C.F., Ohneberg, M., Ivens, B.S., Brem, A. (2015), Prediction Markets – A literature review 2014 following Tziralis and Tatsiopoulos, [Journal of Prediction Markets](#), 8 (2), 89-126.
- B.I.43 Pardo, C, Ivens, B.S., Wilson, K. (2014), Differentiation and alignment in key account management implementation, [Industrial Marketing Management](#), 43 (7), 1136-1145.
- B.I.42 Ivens, B.S., Pardo, C. (2014), The role of key account management in marketing and sales intelligence, [Marketing Review St. Gallen](#), 31 (4), 32-41.
- B.I.41 Horn, C.F., Brem, A., Ivens, B.S. (2014), Damaging Brands through Marketing Research? Forecasting with Prediction Markets integrating Customers and their effects on Brands, [Marketing Intelligence and Planning](#), 32 (2), 232-248.
- B.I.40 Pardo, C, Ivens, B.S., Wilson, K. (2013), Assessing and strengthening internal alignment of new marketing units: An interpretative tool, [Industrial Marketing Management](#), 42, 1074-1082.
- B.I.39 Ivens, B.S., Van de Vijver, M., Vos, B. (2013), Managing key supplier relationships on business markets, [Industrial Marketing Management](#), 42 (2), 135-138.
- B.I.38 Rauschnabel, P., Mau, G., Ivens, B.S. (2013), Who “Likes” Brands? Exploring the Characteristics of Brand Fans on Facebook, [Advances in Advertising Research](#), Springer, 43-54.
- B.I.37 Rauschnabel, P. A., Mrkwicka, K., Koch, V., Ivens, B. S. (2013): Social Media Guidelines. In: [Marketing Review St. Gallen](#), 30 (5), 36-47.

- B.I.36 Brem, A., Ivens, B.S. (2013): Do Frugal and Reverse Innovation Foster Sustainability? Introduction of a Conceptual Framework, [Journal of Technology Management for Growing Economies](#), 4 (2), 31-50.
- B.I.35 Maiwald, D., Ahuvia, A., Ivens, B.S., Rauschnabel, P.A. (2013), The Hijacking Effect of Ambient Scent, [Marketing Review St. Gallen](#), 30 (2), 50-59.
- B.I.34 Ivens, B.S., Valta, K. (2012), Customer brand personality perception: A taxonomic analysis, [Journal of Marketing Management](#), 28 (9/10), 1062-1093.
- B.I.33 Burkert, M., Ivens, B.S., Shan, J. (2012), Governance mechanisms in domestic and international buyer-supplier relationships: An empirical study, [Industrial Marketing Management](#), 41 (3), 544-556.
- B.I.32 Barmeyer, C., Ivens, B.S. (2011), Wissenstransfer in der Betriebswirtschaftslehre: Eine Untersuchung anhand ausgewählter akademischer Zeitschriften in Deutschland und Frankreich, [Zeitschrift für Management](#), 6 (2), 117-142.
- B.I.31 Müller, B., Kocher, B., Ivens, B.S. (2011), Contrefaçons de produits de luxe : une étude de la perception et de l'intention d'achat selon le lieu d'achat, [Revue Francaise de Gestion](#), 194.
- B.I.30 Helm, R., Ivens, B.S., Gehrer, M., Möller, M. (2010), Information processing in personal selling interactions: Moderating effects depending on the capability of information assessment, [International Journal of Business Research](#), 10 (4), 63-79.
- B.I.29 Barmeyer, C., Ivens, B.S. (2010), Un dialogue de sourds? Transfert scientifique franco-allemand à partir des revues académiques de gestion (1985-2005), [Revue d'Allemagne](#), 42 (2), 237-253.
- B.I.28 Beinert, M., Ivens, B.S. (2010), Nicht-lineare Effekte bei Marketinginnovationen [Marketing-Review St. Gallen](#), 27 (5), 48-53.
- B.I.27 Usunier, J.-C., Roulin, N., Ivens, B.S. (2009), Cultural, National, and Industry-level Differences in B2B Web Site Design and Content, [International Journal of Electronic Commerce](#), 14 (2). 41-87
- B.I.26 Ivens, B.S., Pardo, C., Tunisini, A. (2009), Organizing and Integrating Marketing and Purchasing in Business Markets, [Industrial Marketing Management](#), 38, 851-856.
- B.I.25 Ott, C., Ivens, B.S. (2009), Revisiting the Norm Concept in Relational Governance, [Industrial Marketing Management](#), 38, 577-583.
- B.I.24 Ivens, B.S., Guese, K., Mueller, B. (2009), A Taxonomy of Price Behavior, Working Paper Abstract, [Advances in Consumer Research](#), XXVI, 188-189.
- B.I.23 Ivens, B.S. (2009): Wertschöpfungs- und Werteforderungsnormen im Rahmen der „Plural Form Governance“: Ein empirischer Test in Key-Account- und Nicht-Key-Account-Dyaden, [Zeitschrift für Betriebswirtschaft](#), 79 (2), 135-160.

- B.I.22 Ivens, B.S., Pardo, C., Salle, R., Cova, B. (2009), Relationship Keyness: The Underlying Concept for Different Forms of Key Relationship Management, [Industrial Marketing Management](#), 38, 513-519.
- B.I.21 Ivens, B.S., Mayrhofer, U. (2009), Les déterminants de la flexibilité dans la relation client-fournisseur, [Revue Française de Gestion](#), 192, 45-58.
- B.I.20 Ivens, B.S., Pardo, C. (2008): Key Account Management in Business Markets: An Empirical Test of Common Assumptions, [Journal of Business & Industrial Marketing](#), 23 (5), 301-310.
- B.I.19 Blois, K.J.; Ivens, B.S. (2007): Method Issues in the Measurement of Relational Norms, [Journal of Business Research](#), 60 (5), 556-565.
- B.I.18 Ivens, B.S., Pardo, C. (2007): Are Key Account Relationships Different? Empirical Results on Supplier Strategies and Customer Reactions, [Industrial Marketing Management](#), 36 (4), 470-482.
- B.I.17 Kocher, B.; Mueller, B.; Chauvet, V.; Ivens, B.S. (2007): Is the Internet a New Eldorado for Counterfeits?, [Advances in Consumer Research](#), XXXV.
- B.I.16 Ivens, B.S. (2007): Sollten Marketing und Vertrieb prozessorientiert geführt werden?, [Thexis – Fachzeitschrift für Marketing](#), 24 (1), 22-27.
- B.I.15 Diller, H.; Ivens, B.S. (2006): Process Oriented Marketing, [Marketing – Journal of Research and Management](#), 2 (1), 47-62.
- B.I.14 Blois, K.J.; Ivens, B.S. (2006): Measuring Relational Norms: Some Methodological Issues, [European Journal of Marketing](#), 40 (3/4), 352-365.
- B.I.13 Ivens, B.S. (2006): Norm-Based Relational Behaviors: Is There an Underlying Dimensional Structure?, [Journal of Business & Industrial Marketing](#), 21 (2), 94-105. *Selected as Best Paper in the Journal's « Highly Commended Awards » for 2006.*
- B.I.12 Ivens, B.S. (2005): Identifying Differences in Foreign Customers' Relational Behavior: An Exploratory Study Using Multidimensional Scaling, [Advances in International Marketing](#), 16 (10), 251-274.
- B.I.11 Ivens, B.S. (2005): Flexibility in Industrial Service Relationships: The Construct, Antecedents, and Performance Outcomes, [Industrial Marketing Management](#), 34, 566-576.
- B.I.10 Diller, H.; Ivens, B.S. (2004): Beziehungsstile im Business-to-Business-Geschäft: Konzeptionelle Überlegungen und empirische Ergebnisse zur Differenzierung des Beziehungsmarketing, [ZfB - Zeitschrift für Betriebswirtschaft](#), 74 (3), 249-271.
- B.I.9 Ivens, B.S. (2004): Drivers and Effects of Customer-Directed Communication in Business Relationships: Theoretical Foundations and an Empirical Study, [DBW - Die Betriebswirtschaft](#), 64 (2), 195-210.

- B.I.8 Ivens, B.S. (2004): Anbieterflexibilität in Dienstleistungsbeziehungen: Konstrukt - Erfolgswirkungen - Determinanten, [Marketing ZFP](#), 26 (3), 215-227.
- B.I.7 Ivens, B.S.; Blois, K. (2004): Relational Exchange Norms in Marketing: A Critical Review of Macneil's Contribution, [Marketing Theory](#), 4 (3), 239-263.
- B.I.6 Ivens, B.S. (2004): Industrial Sellers' Relational Behavior: Relational Styles and their Impact on Relationship Quality, [Journal of Relationship Marketing](#), 3 (4), 27-43.
- B.I.5 Ivens, B.S. (2004): How Relevant Are Different Forms of Relational Behavior? An Empirical Test Based on Macneil's Exchange Framework, [Journal of Business & Industrial Marketing](#), 19 (5), 300-309.
- B.I.4 Ivens, B.S.; Pardo, C. (2004): Les clients comptes clés sont-ils vraiment traités différemment ? Le point de vue des clients, [RAM - Recherche et Applications en Marketing](#), 19 (4), 3-22.
- B.I.3 Ivens, B.S. (2003): Key-Account-Management: Empirische Ergebnisse zu Kundenpriorisierung und Kundenreaktionen, [Die Unternehmung - Schweizerische Zeitschrift für Betriebswirtschaft](#), 57 (3), 217-235.
- B.I.2 Ivens, B.S.; Mayrhofer, U. (2003): Les facteurs de réussite du marketing relationnel, [Décisions Marketing](#), 31 (Juillet-Septembre), 39-47.
- B.I.1 Diller, H.; Ivens, B. (2000) : Passage à l'Euro et psychologie des prix. Fondements théoriques et résultats empiriques, [RAM - Recherche et Applications en Marketing](#), Numéro spéciale 'politique de prix', 15 (3), 29-41.
Cf Desmet, P., Gaston-Breton, C. (2001): Mesure de l'effet Euro sur la demande des marques à prix bas: une réplique de l'étude de Diller et Ivens pour des produits à prix faible, RAM, 16 (4), 47-56 (replication of our study, confirms our results).

B.II Reviewed Conference Proceedings Publications

- B.II.122 Pardo, C., Wei, R., Ivens, B.S. (2020), A system of systems approach to interconnectedness: Integrating the business networks, the Internet-of-Things, and the business ecosystems perspectives, [36th Annual Conference of the Industrial Marketing and Purchasing Group \(IMP\)](#), University of Örebro.
- B.II.121 Riedmüller, F., Ivens, B.S., Van Dyck, P. (2020), Sponsorship research over three decades: A bibliometric citation analysis, [MAC MME Conference](#), Prague.
- B.II.120 Feste, J., Ivens, B.S., Pardo, C. (2020), Key account selection as a political process: Conceptual foundation and exploratory investigation, [3rd Industrial Marketing Management Summit](#), University of Pennsylvania.
- B.II.119 Pardo, C., Ivens, B.S., Pagani, M. (2020), Are products striking back? When smartness changes the business product, [2nd Industrial Marketing Management Summit](#), Copenhagen Business School.

- B.II.118 Schunke, M., Niersbach, B., Ivens, B.S., Pardo, C. (2019): Key Account Management and digitalization: A case study approach to possible transformations in the management of strategic customers, [9th BMM-EMAC Biennial International Conference on Business Market Management](#) , Freie Universität Berlin.
- B.II.117 Ivens, B.S. (2018): The Current State of Key Account Management Research and Avenues for Future Research, [34th Annual Conference of the Industrial Marketing and Purchasing Group \(IMP\)](#), Marseille (F), September 5th-7th, 2018, Université d'Aix-Marseille.
- B.II.116 Ivens, B.S.; Uhl, F.; Niersbach, B.; Pardo, C. (2018): Governance Structures in Business Relationships: The Role of Corporate Compliance Programs Between Relationship-Level and Higher-Level Governance Mechanisms, [34th Annual Conference of the Industrial Marketing and Purchasing Group \(IMP\)](#), Marseille (F), September 5th-7th, 2018, Université d'Aix-Marseille.
- B.II.115 Benoit, S.; Forkmann, S.; Hartmann, J.; Henneberg, S.; Ivens, B.S. (2018): Trust Damage and Trust Repair in Supply Chains, [Proceedings of the Academy of Management Conference](#), Chicago (USA), August 10th-13th 2018.
- B.II.114 Ivens, B.S.; Niersbach, B.; Pardo, C. (2018): Organizational commitment in strategic buyer-supplier relationships: Conceptual foundations, a case study, and avenues for future research, [Proceedings of the Bi-Annual Academic Conference of the Institute for the Study of Business Markets \(ISBM\)](#), Boston (USA), August 8th-9th 2018, MIT Sloan School of Business.
- B.II.113 Leischnig, A.; Ivens, B.S.; Thornton, S.; Pardo, C. (2018): Price assessment in business relationships: An analysis of net and configurational effects of relationship attributes, [Proceedings of the 1st Industrial Marketing Management Summit](#), Copenhagen (DK), January 24th-26th 2018, Copenhagen Business School.
- B.II.112 Ivens, B.S.; Pardo, C.; Tournier-Ivens, S. (2018): Customer Management as Business Model Management: A Conceptualization and a Research Agenda for Business Markets, [Proceedings of the 1st Industrial Marketing Management Summit](#), Copenhagen (DK), January 24th-26th 2018, Copenhagen Business School.
- B.II.111 Pardo, C.; Ivens, B.S.; Niersbach, B. (2018): Individual and Inter-organizational interfaces: Six oppositions and their effect on the management and performance of buyer-seller relationships, [Proceedings of the 1st Industrial Marketing Management Summit](#), Copenhagen (DK), January 24th-26th 2018, Copenhagen Business School.
- B.II.110 Leischnig, A., Ivens, B.S., Thornton, S., Pardo, C. (2016), Price Assessment in Business Relationships: An Analysis of Net and Combinatory Effects, [Global Marketing Conference - GAMMA](#), Hong Kong, July 21st – 24th 2016.
- B.II.109 Ivens, B.S., Pardo, C., Schmidt-Vogt, A. (2016): Global account management implementation: A case study of structural dimensions, configurational dimensions, and their impact on performance, [Proceedings of the 2016 Oxford Conference on Professional Service Firms](#), Merton College / Said Business School, Oxford, July 11th & 12th 2016.

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