

## **Appendix B: Published Articles Based on the Workshops and Symposium**

### **The IMP Journal 10:1**

Purchasing and supply management and the role of supplier interfaces  
Luis Araujo, Lars-Erik Gadde, Anna Dubois (pp. 2–24)

Managerial implications of research on inter-organizational interfaces: The case of key account management  
Björn S. Ivens, Catherine Pardo (pp. 25–49)

A start-up in interaction with its partners  
Tamara Oukes, Ariane Raesfeld von (pp. 50–80)

Managing renewal in fragmented business networks  
Malena Ingemansson Havensvid, Håkan Håkansson, Åse Linné (pp. 81–106)

What's "knowledge management" when resources are unknowable and deals negotiated?  
Alexandra Waluszewski (pp. 107–128)

The rise and fall of channel management  
Lars-Erik Gadde (pp. 129–153)

The managerial challenge of business interaction: Behind the market façade  
Håkan Håkansson, David Ford (pp. 154–171)

Corporate associations in B2B: Coping with multiple relationship-specific identities  
Antonella La Rocca, Ivan Snehota (pp. 172–188)

### **The IMP Journal 10:2**

Market policy and destructive network effects  
Morten H. Abrahamsen, Håkan Håkansson (pp. 195–220)

Clustering or interacting for knowledge?: Towards an entangled view of knowledge in regional growth policy  
Jens Ola Eklinder-Frick (pp. 221–242)

A Black Swan in the district? An IMP perspective on immigrant entrepreneurship and changes in industrial districts  
Matilde Milanese, Simone Guercini, Alexandra Waluszewski (pp. 243–259)

To be independent or balance interdependence?: Policy implications for micro and small enterprises  
Milena Ratajczak-Mrozek, Magdalena Herbeć (pp. 260–275)

The role of owners in industrial networks – The case of a steel producer  
Bjorn Axelsson, Håkan Håkansson (pp. 276–295)

State actors' mobilisation of resources for innovation: a case study of a Chinese vaccine  
Tommy Shih, Åse Linné (pp. 296–316)

Interactive resource development: implications for innovation policy  
Lars-Erik Gadde, Frida Lind (pp. 317–338)

Bridging gaps between policies for sustainable markets and market practices  
Lars-Gunnar Mattsson (pp. 339–356)

### **The IMP Journal 10:3**

Economic deals in the construction industry: Implications for socio-material interaction and monetary processes  
Malena Ingemansson Havenvid, Håkan Håkansson, Åse Linné (pp. 364–389)

Wroe Alderson, IMP and the evolution of theory  
Lars-Erik Gadde, Kajsa Hulthén (pp. 390–408)

Market investments in resource interfaces: Understanding market assets in networks  
Frans Prenkert (pp. 409–442)

“Methodomania”? On the methodological and theoretical challenges of IMP business research  
Håkan Håkansson, Alexandra Waluszewski (pp. 443–463)

Researching business interaction: Introducing a conceptual framework and methodology  
Morten H. Abrahamsen (pp. 464–482)

An old picture ... or is it? The relations between business and political networks in Hungary

Tibor Mandják, Judit Simon (pp. 483–511)

Learning from intelligent conversation: How can insights from system theory contribute to advance IMP research?

Luitzen De Boer, Poul Houman Andersen (pp. 512–539)

Let's talk about innovation: Is there a hidden potential of knowledge exchange between open innovation and IMP?

Christina Öberg (pp. 540–560)

### **The IMP Journal 11:1**

The role of accounting for managing innovation processes when relationships matter

Johnny Lind (pp. 7–24)

The roles of deals and business networks in innovation processes

Per Ingvar Olsen, Håkan Håkansson (pp. 25–50)

The role of policy in innovation: The challenging distribution of social, material and monetary benefits

Alexandra Waluszewski, Enrico Baraldi, Andrea Perna (pp. 51–71)

What is in it for me: Firms strategizing for public-private innovation

Kristin B. Munksgaard, Majbritt Rostgaard Evald, Ann Højbjerg Clarke, Torben Munk Damgaard (pp. 72–90)

Formalizing in business networks as a tool for industrial policy

Simone Guercini, Annalisa Tunisini (pp. 91–108)

Customer portfolios – Challenges of internal and external alignment

Ann Højbjerg Clarke, Per Vagn Freytag, Judith Zolkiewski (pp. 109–126)

Investigating strategy tools from an interactive perspective

Caroline Cheng, Malena Ingemansson Havenvid (pp. 127–149)

Strategy from the perspective of contract manufacturers

Zsuzsanna Szalkai, Mária Magyar (pp. 150–172)

**The IMP Journal 11:2**

Innovation networks or innovation within networks

Synnøve Rubach, Thomas Hoholm, Håkan Håkansson (pp. 178–206)

Creating relationship continuity across projects in the construction industry: Deliberate, emergent and deliberately emergent strategies

Malena Ingemansson Havenvid, Elsebeth Holmen, Åse Linné, Ann-Charlott Pedersen (pp. 207–229)

Start-ups initiating business relationships: process and asymmetry

Lise Aaboen, Leena Aarikka-Stenroos (pp. 230–250)

Coping with friction during technology commercialisation

Malla Mattila (pp. 251–273)

Strategizing in horizons and verizons: Distinguishing between mediators and firms' mediating functions

Lars Huemer (pp. 274–288)

Customer-driven supply chains under IMP lens: A systematic literature review and conceptual framework

Elisa Martina Martinelli, Annalisa Tunisini, Simone Guercini (pp. 289–300)

Understanding business networks from a mixed network and system ontology position: A review of the research field

Frans Prenkert (pp. 301–326)

The business actor and business management

Kristin B. Munksgaard, David Ford (pp. 327–347)