

References

- Aaboen, A., Holmen, E., & Pedersen, A.-C. (2017). Initiation of business relationships in start-ups. In L. Aaboen, A. La Rocca, F. Lind, A. Perna, & T. Shih (Eds.), *Starting-up in business networks. Why relationships matter in entrepreneurship* (pp. 19–39). London: Palgrave MacMillan.
- Aaboen, L., Dubois, A., & Lind, F. (2011). Start-ups starting up – Firms looking for a network. *The IMP Journal*, 5(1), 42–58.
- Aaboen, L., La Rocca, A., Lind, F., Perna, A., & Shih, T. (Eds.) (2017). *Starting-up in business networks. Why relationships matter in entrepreneurship*. London: Palgrave MacMillan.
- Aaboen, L., Laage-Hellman, J., Lind, F., Öberg, C., & Shih, T. (2016). Exploring the role of university spin-off in business networks. *Industrial Marketing Management*, 59, 157–166.
- Abrahamsen, M. H. (2009). *Sensemaking in networks: Using network pictures to understand network change* (Dissertation). Manchester Business School, Manchester, UK.
- Abrahamsen, M. H. (2016). Researching business interaction: Introducing a conceptual framework and methodology. *The IMP Journal*, 10(3), 464–482.
- Abrahamsen, M. H., & Håkansson, H. (2015). Resource heterogeneity and its effects on interaction and integration in customer-supplier relationships. *The IMP Journal*, 9(1), 5–25.
- Abrahamsen, M. H., & Håkansson, M. H. (2014). *Integration and cooperation in pelagic exports markets*, Research report, (Vol. 1). Oslo, Norway: BI Norwegian Business School.
- Abrahamsen, M. H., Henneberg, S. C., Huemer, L., & Naudé, P. (2016). Network picturing: An action research study of strategizing in business networks. *Industrial Marketing Management*, 59, 107–119.
- Abrahamsen, M., & Håkansson, H. (2016). Market policy and destructive network effects. *The IMP Journal*, 10(2), 195–220.
- Alchian, A. A., & Demsetz, H. (1972). Production, information costs and economic organization. *American Economic Review*, 62(5), 777–795.
- Alderson, W. (1957). *Marketing behavior and executive action*. Homewood, IL: Richard D. Irwin.
- Alenius, E., Lind, J., & Strömsten, T. (2015). The role of open book accounting in a supplier network: Creating and managing interdependencies across company boundaries. *Industrial Marketing Management*, 45(1), 195–206.

- Amin, A., & Thrift, N. (1994). Holding down the global. In A. Amin & N. Thrift (Eds.), *Globalization, institutions and regional development in Europe* (pp. 257–260). Oxford: Oxford University Press.
- Amin, A., & Thrift, N. (1995). Globalisation and institutional thickness. In S. Davoudi, S. Graham, & A. Madani-Pour (Eds.), *Managing cities: The new urban context* (pp. 91–108). Chichester, NY.
- Anderson, J. C., & Narus, J. A. (1998). Business marketing: Understanding what customers value. *Harvard Business Review*, 1998, November-December, 5–15.
- Anderson, J. C., & Narus, J. A. (2004). *Business market management. Understanding, creating and delivering value* (2nd ed.). Upper Saddle River, NJ: Pearson Prentice Hall.
- Anderson, J. C., Narus, J. A., & Van Rossum, W. (2006). Customer value propositions in business markets. *Harvard Business Review*, 2006, March, 91–99.
- Andersson, P., & Mattsson, L.-G. (2010). Temporal profiles of activities and temporal orientations of actors as part of market practices in business networks. *The IMP Journal*, 4(1), 57–78.
- Anzoise, V., & Sardo, S. (2016). Dynamic systems and the role of evaluation: The case of the Green Communities project. *Evaluation and Program Planning*, 54, 162–172.
- Araujo, L. (1998). Knowing and learning as networking. *Management Learning*, 29(3), 317–336.
- Araujo, L., Dubois, A., & Gadde, L.-E. (1999). Managing interfaces with suppliers. *Industrial Marketing Management*, 28(5), 497–506.
- Araujo, L., Dubois, A., & Gadde, L.-E. (2003). The multiple boundaries of the firm. *Journal of Management Studies*, 40(5), 1255–1277.
- Araujo, L., Gadde, L.-E., & Dubois, A. (2016). Purchasing and supply management and the role of supplier interfaces. *The IMP Journal*, 10(1), 2–24.
- Awaleh, F. (2008). *Interacting strategically within dyadic business relationships. A case study from the Norwegian electronics industry* (Dissertation), BI Norwegian Business School, Oslo, Norway.
- Axelsson, B. (1992). Corporate strategy models and networks – Diverging perspectives. In B. Axelsson & G. Easton (Eds.), *Industrial networks – A new view of reality* (pp. 84–204). London: Routledge.
- Axelsson, B., & Baraldi, E. (2013). Supply chain management. In Harland et al. (Eds.), *Handbook in purchasing and supply management* (pp. 155–178): Palgrave.
- Axelsson, B., & Håkansson, H. (1979). *Wikmanshyttans uppgång och fall. En analys av ett stålföretag under 75 år. (The rise and fall of Wikmanshyttan. An analysis of a steel company during 75 years)*. Basingstoke: Studentlitteratur.
- Axelsson, B., & Håkansson, H. (1984). *Inköp för konkurrenskraft*. Malmö: Liber.
- Axelsson, B., & Håkansson, H. (2016). The role of owners in industrial networks – The case of a steel producer. *The IMP Journal*, 10(2), 276–295.
- Axelsson, B., & Larsson, J. (2002). Different network splices as network structures. In H. Agndal, & B. Axelsson (Eds.), *Networks and business renewal*. JIBS Research reports No 2002:4. Jönköping International Business School, pp. 81–102.

- Axelsson, B., Rozemeijer, F., & Wynstra, F. (Eds.) (2005). *Developing sourcing capabilities. Creating strategic change in purchasing and supply management*. Chichester: Wiley.
- Axelsson, B., & Wynstra, F. (2002). *Buying business services*. Chichester: Wiley.
- Azimont, F., & Araujo, L. (2007). Category reviews as market-shaping events. *Industrial Marketing Management*, 36(7), 849–860.
- Baraldi, E. (2003). *When information technology faces resource interaction. Using IT tools to handle products at IKEA and Edsbyn*. Doctoral dissertation. Department of Business Studies, Uppsala University, Sweden.
- Baraldi, E. (2008). Strategy in industrial networks: Experiences from IKEA. *California Management Review*, 50(4), 99–126.
- Baraldi, E., Ciabuschi, F., Leach, R., Morel, C., & Waluszewski, A. (2016). Obstacles to implementing new economic mechanisms addressing antibiotic resistance: A multi-actor and system-level analysis. *American Journal of Law & Medicine*, 42(2–3), 451–486.
- Baraldi, E., Gressetvold, E., & Harrison, D. (2012a). Resource interaction in inter-organizational networks: Introduction to the special issue. *Journal of Business Research*, 65(2), 123–127.
- Baraldi, E., Gressetvold, E., & Harrison, D. (2012b). Resource interaction in inter-organizational networks: Foundations, comparison, and a research agenda. *Journal of Business Research*, 65(2), 266–276.
- Baraldi, E., Proenca, J. F., Proenca, T., & de Castro, L. M. (2014). The supplier's side of strategic outsourcing: Taking over activities and blurring organizational boundaries. *Industrial Marketing Management*, 43(4), 553–563.
- Baraldi, E., & Strömsten, T. (2006). Embedding, producing and using low weight: Value creation and the role of the configuration of resource interfaces in the networks around Holmen's Newsprint and IKEA's lack table. *The IMP Journal*, 1(1), 52–97.
- Baraldi, E., & Strömsten, T. (2009). Controlling and combining resources in networks. From Uppsala to Stanford, and back again. The case of a biotech innovation. *Industrial Marketing Management*, 38(5), 541–552.
- Baraldi, E., & Waluszewski, A. (2011). Betting on science or muddling through the network. Two universities and one innovation commission. *The IMP Journal*, 5(3), 172–192.
- Barca, F., McCann, P., & Rodríguez, P. A. (2012). The case for regional development intervention: Place based versus place neutral approaches. *Journal of Regional Science*, 52(1), 134–152.
- Bhide, A. (1994). How entrepreneurs craft strategies that work. *Harvard Business Review*, 72(2), 150–161.
- Bhide, A. (2000). *The origin and evolution of new businesses*. London: Oxford University Press.
- Bocconcelli, R., & Håkansson, H. (2008). External interaction as a means of making change in a company: The role of purchasing in a major turnaround for Ducati. *The IMP Journal*, 2(2), 25–37.
- Borgnäs, K., & Hylmö, A. (2016). Det ekonomiska vetandet i förändring. *Fronesis*, 54–55, 8–18.

- Borrás, S., & Edquist, C. (2013). The choice of innovation policy instruments. *Technological Forecasting and Social Change*, 80(8), 1513–1522.
- Brekke, A. (2009). A bumper!? An empirical investigation of the relationship between the economy and the environment. *Unpublished doctoral dissertation*. Oslo: BI Norwegian School of Management.
- Brekke, A., Rubach, S., & Hoholm, T. (2014). This is not a building: The abductionist Journey of a Publicly Funded Regional (non-) Innovation Project. *IMP Journal*, 8(1), 1–12.
- Burke, P. (1992). *History and social theory*. Cambridge: Polity Press.
- Bürkland, S., & Zachariassen, F. (2014). Developing an ERP technology: Handling incompleteness of the system. *Scandinavian Journal of Management*, 30, 409–426.
- Bygballer, L. (2006). *Learning across firm boundaries: The role of organisational routines* (Dissertation), BI School of Management, Oslo, Norway.
- Caldwell, N., Walker, H., Harland, C., Knight, L., Zheng, J., & Wakeley, T. (2005). Promoting competitive markets: The role of public procurement. *Journal of Purchasing & Supply Management*, 11, 242–251.
- Callon, M., Lascoumes, P., & Barthe, Y. (2009). *Acting in an uncertain world: An essay on technical democracy*. Cambridge, MA: The MIT Press.
- Campbell, N. (1985). An interaction approach to organizational buying behaviour. *Journal of Business Research*, 13(1), 35–48.
- Cantillon, S., & Håkansson, H. (2009). Behind the fish market façade. *The IMP Journal*, 3(2), 55–74.
- Carlson, S. (1951). *Executive behaviour: A study of the work load and the working methods of managing directors*. Stockholm: Arno Press.
- Carlsson, M. (2015). *Strategic sourcing and category management: Lessons learned at IKEA*. London: Kogan Page.
- Carlsson-Wall, M., & Kraus, K. (2015). Opening the black box of the role of accounting practices in the fuzzy front-end of product innovation. *Industrial Marketing Management*, 45, 184–194.
- Carlsson-Wall, M., Kraus, K., & Lind, J. (2009). Accounting and distributed product development. *The IMP Journal*, 3(1), 2–27.
- Carlsson-Wall, M., Kraus, K., & Lind, J. (2011). The interdependencies of intra- and inter-organisational controls and work practices – The case of domestic care of the elderly. *Management Accounting Research*, 22(4), 313–329.
- Carlsson-Wall, M., Kraus, K., & Lind, J. (2015). Strategic management accounting in close inter-organisational relationships. *Accounting and Business Research*, 45(1), 27–54.
- Charles, M. B., Ryan, R., Castillo, C. P., & Brown, K. (2008). Safe and sound? The public value trade-off in worker safety and public infrastructure procurement. *Public Money & Management*, 28(3), 159–166.
- Cheng, C., & Havenvid, M. (2017). Investigating strategy tools from an interactive perspective. *The IMP Journal*, 11(1), 127–149.
- Chien, S. (2008). The isomorphism of local development policy: A case study of the formation and transformation of national development zones in Post-Mao Jiangsu, China. *Urban Studies*, 45(2), 273–294.

- Ciabuschi, F., Perna, A., & Snehota, I. (2012). Assembling resources when new business is forming. *Journal of Business Research*, 65(2), 220–229.
- Commission of the European Communities. (1965). *First communication of the European Commission on regional policy in the European community*. Brussels: European Communities.
- Commission of the European Communities. (1971). *Community regional policy actions in priority agricultural regions of the community*. European Communities, Luxembourg.
- Commission of the European Communities. (2001). *Working for the regions*. Luxembourg: European Communities.
- Commission of the European Communities. (2003). *Seminar 'Competitive Regions – Shaping Best Practice'*, Inforegio 12. pp. 7–8.
- Cooke, P., Uranga, M. G., & Etxebarria, G. (1997). Regional innovation systems: Institutional and organisational dimensions. *Research Policy*, 26(4–5), 475–491.
- Corò, G., & Grandinetti, R. (1999). Evolutionary patterns of Italian industrial districts. *Human Systems Management*, 18(2), 117–129.
- Cova, B., Prévot, F., & Spencer, R. (2010). Navigating between dyads and networks. *Industrial Marketing Management*, 39(6), 879–886.
- Cova, B., & Salle, R. (2015). How does the IMP conceptualization affect the practice? The case of project business. *The IMP Journal Seminar*, Lugano 6-8 October 2015.
- Coviello, N. E., & Joseph, R. M. (2012). Creating major innovations with customers: Insights from small and young technology firms. *Journal of Marketing*, 76(6), 87–104.
- Crespin-Mazet, F., Havenvid, M. I., & Linné, Å. (2015). Antecedents of project partnering in the construction industry – The impact of relationship history. *Industrial Marketing Management*, 50(October), 4–15.
- Cunningham, M., & White, J. (1973). The determinants of choice of supplier. *European Journal of Marketing*, 7(3), 189–202.
- De Boer, L., & Andersen, P. H. (2016). Learning from intelligent conversation: How can insights from system theory contribute to advance IMP research? *The IMP Journal*, 10(3), 512–539.
- Demsetz, H. (1967). Towards a theory of property rights. *The American Economic Review*, 57(2), 347–359.
- Denize, S., & Young, L. (2007). Concerning trust and information. *Industrial Marketing Management*, 36(7), 968–982.
- Dicken, P., & Malmberg, A. (2001). Firms in territories: A relational perspective. *Economic Geography*, 77(4), 345–363.
- Dubois, A. (1994). *Organising industrial activities – An analytical framework*. Doctoral dissertation. Chalmers University of Technology, Gothenburg, Sweden.
- Dubois, A. (1998). *Organising industrial activities across firm boundaries*. London: Routledge.
- Dubois, A. (2003). Strategic cost management across boundaries of firms. *Industrial Marketing Management*, 32(5), 365–374.

- Dubois, A., & Araujo, L. (2006). The relationship between technical and organisational interfaces in product development. *The IMP Journal*, 1(1), 21–38.
- Dubois, A., Hulthén, K., & Pedersen, A.-C. (2004). Supply chains and interdependence: A theoretical analysis. *Journal of Purchasing & Supply Management*, 10(1), 3–9.
- Easton, G. (2010). Critical realism in case study research. *Industrial Marketing Management*, 39(1), 118–128.
- Easton, G., & Araujo, L. (1989). The network approach: An articulation. In S. T. Cavusgil et al. (Eds.), *Advances in international marketing* (Vol. 3, pp. 97–119). Greenwich: JAI Press.
- Easton, G., & Lundgren, A. (1992). Changes in industrial networks as flow through nodes. In B. Axelsson & G. Easton (Eds.), *Industrial networks – A new view of reality* (pp. 89–104). London: Routledge.
- Edquist, C. (1997). *Systems of innovation: Technologies, institutions and organizations*. London: Pinter.
- Edquist, C., & Zabala-Iturriagoitia, J. M. (2012). Public procurement for innovation as mission-oriented innovation policy. *Research Policy*, 41(10), 1757–1769.
- Edqvist, C. (2014). *Offentlig upphandling och innovation*. Konkurrensverket. (The Swedish Competition Authority).
- Eklinder-Frick, J. (2016). Clustering or interacting for knowledge? Towards an entangled view of knowledge in regional growth policy. *The IMP Journal*, 10(2), 221–242.
- Eklinder-Frick, J., & Åge, L. J. (2017). Perspectives on regional innovation policy – From new economic geography towards the IMP approach. *Industrial Marketing Management*, 61, 81–92.
- Eklund, M., & Waluszewski, A. (2015). The diversity of systemic innovation thinking: The theoretical underpinnings of NIS and IMP and the different assessment of an industry. *The IMP Journal*, 9(1), 26–45.
- Emery, F. E., & Trist, E. L. (1965). The causal texture of organisational environments. *Human Relations*, 18(1), 21–32.
- Engwall, L., Pahlberg, C., & Persson, O. (2016). The emergence of the business network approach. In P. Thilenius, C. Pahlberg, & V. Havila (Eds.), *Extending the business network approach* (pp. 21–38). UK: Palgrave Macmillan.
- Esse, B., Szántó, R., & Wimmer, Á. (2012). Business relationships and relationships with stakeholders. Perception of Hungarian executives. *The IMP Journal*, 6(2), 98–108.
- Essig, M., & Batran, A. (2005). Public-private partnership – Development of long-term relationships in public procurement in Germany. *Journal of Purchasing & Supply Management*, 11, 221–231.
- Evers, N., Cunningham, J. A., & Hoholm, T. (2016). International entrepreneurship in universities: Context, emergence and actors. *Journal of International Entrepreneurship*, 14(3), 285–295.
- Field, C. C. (1917). *Retail buying*. New York, NY: Harper.
- Flanagan, K., Uyarra, E., & Laranja, M. (2011). Reconceptualizing the ‘policy mix’ for innovation. *Research Policy*, 40(5), 702–713.

- Ford, D. (1980). Development of buyer-seller relationships in industrial markets. *European Journal of Marketing*, 14(5/6), 339–353.
- Ford, D., Gadde, L., Håkansson, H., & Snehota, I. (2011). *Managing business relationships*. West Sussex: Wiley.
- Ford, D., Gadde, L.-E., Håkansson, H., & Snehota, I. (2004). *Managing business relationships* (2nd ed.). Chichester: Wiley.
- Ford, D., Gadde, L.-E., Håkansson, H., Snehota, I., & Waluszewski, A. (2010). Analysing business interaction. *The IMP Journal*, 4(1), 82–103.
- Ford, D., & Håkansson, H. (2006a). IMP – Some things achieved: Much more to do. *European Journal of Marketing*, 40(3/4), 248–258.
- Ford, D., & Håkansson, H. (2006b). The idea of business interaction. *The IMP Journal*, 1(1), 4–20.
- Ford, D. I. (1976). *An analysis of some aspects of the relationships between companies in channels of distribution*. Unpublished Ph.D. thesis. Manchester: University of Manchester.
- Fourcade, M., Ollion, E., & Algan, Y. (2015). The superiority of economists. *Journal of Economic Perspectives*, 29(1), 89–114.
- Fratocchi, L., Ancarani, A., Barbieri, P., Di Mauro, C., Nassimbeni, G., Sartor, M., ... Zanoni, A. (2016). Motivations of manufacturing reshoring: An interpretative framework. *International Journal of Physical Distribution & Logistics Management*, 46(2), 98–127.
- Fratocchi, L., Di Mauro, C., Barbieri, P., Nassimbeni, G., & Zanoni, A. (2014). When manufacturing moves back: Concepts and questions. *Journal of Purchasing and Supply Management*, 20(1), 54–59.
- Freeman, J., Carroll, G. R., & Hannan, M. T. (1983). The liability of newness: Age dependence in organizational death rates. *American Sociological Review*, 48(5), 692–710.
- Freeman, R. E. (1984). *Strategic management: A stakeholder approach*. Boston: Pitman (Harper and Row).
- Gadde, L.-E. (2004). Activity coordination and resource combining in distribution networks – Implications for relationship involvement and the relationship atmosphere. *Journal of Marketing Management*, 20(1/2), 157–184.
- Gadde, L.-E. (2013). Moving corporate boundaries. Consequences for innovative redesign. *Journal of Supply Chain Management*, 49(4), 12–26.
- Gadde, L.-E. (2014). Strategizing at the boundaries of firms. *The IMP Journal*, 8(2), 51–63.
- Gadde, L.-E. (2016). The rise and fall of channel management. *The IMP Journal*, 10(1), 129–153.
- Gadde, L.-E., & Håkansson, H. (1993). *Professional purchasing*. London: Routledge.
- Gadde, L.-E., & Håkansson, H. (2001). *Supply network strategies*. Chichester: Wiley.
- Gadde, L.-E., Håkansson, H., & Persson, G. (2010). *Supply network strategies* (2nd ed.). Chichester: Wiley.
- Gadde, L.-E., & Hulthen, K. (2016). Wroe Alderson, IMP and the evolution of theory. *The IMP Journal*, 10(3), 390–408.

- Gadde, L.-E., & Lind, F. (2016). Interactive resource development: Implications for innovation policy. *The IMP Journal*, 10(2), 317–338.
- Gadde, L.-E., & Snehota, I. (2000). Making the most of supplier relationships. *Industrial Marketing Management*, 29(4), 305–316.
- Galison, P. (1997). *Image and logic: A material culture of microphysics*. Chicago, IL: University of Chicago Press.
- Gartner, W. B. (1985). A conceptual framework for describing the phenomenon of new venture creation. *The Academy of Management Review*, 10(4), 696–706.
- Garud, R., & Karnøe, P. (2001). Path creation as a process of mindful deviation. In R. Garud & P. Karnøe (Eds.), *Path dependency and creation* (pp. 1–40). New York, NY: Lawrence Erlbaum Associates.
- Geiger, S., & Finch, J. (2009). Industrial sales people as market actors. *Industrial Marketing Management*, 38(6), 608–617.
- Gereffi, G., Humphrey, J., & Sturgeon, T. (2005). The governance of global value chains. *Review of International Political Economy*, 12(1), 78–104.
- Gieryn, T. F. (1983). Boundary-work and the demarcation of science from non-science: Strains and interests in professional ideologies of scientists. *American Sociological Review*, 48(6), 781–795.
- Gigerenzer, G., & Marewski, J. (2015). Surrogate science: the idol of a universal method for scientific inference. *Journal of Management*, 41(2), 421–440.
- Grandin, K., Wormbs, N., & Widmalm, S. (Eds.) (2004). *The science-industry nexus*. New York: Science History Publications.
- Grandinetti, R. (2017). Exploring the dark side of cooperative buyer-seller relationships. *Journal of Business and Industrial Marketing*, 32(2), 326–336.
- Gressetvold, E. (2004). *Product development – Effects on a company's network of relationships*. PhD thesis, NTNU, Trondheim, Norway.
- Guercini, S., La Rocca, A., Runfola, A., & Snehota, I. (2015). Heuristics in customer-supplier interaction. *Industrial Marketing Management*, 48, 26–37.
- Guercini, S., & Ranfagni, S. (2015). Buyer-seller interaction in facility services. *Journal of Service Theory and Practice*, 15(2), 162–180.
- Guercini, S., & Tunisini, A. (2017). Formalizing in business networks as a tool for industrial policy. *The IMP Journal*, 11(1), 91–108.
- Guercini, S., & Woodside, A. (2012). A strategic supply chain approach: Consortium marketing in the Italian leatherwear industry. *Marketing Intelligence & Planning*, 30(7), 700–716.
- Gustavsson, M. (2013). Methodomania. In S. Rider, Y. Hasselberg, & A. Waluszewski (Eds.), *Transformations in research, higher education and the academic market. The breakdown of scientific thought* (pp. 157–170). Dordrecht: Springer Science and Business Media.
- Hadjikhani, A., & Håkansson, H. (1996). Political actions in business networks: The case of Bofors. *International Journal of Research in Marketing*, 13(5), 431–447.
- Hadjikhani, A., & Sharma, D. (1999). A view on political and business actors. *Advances in International Marketing*, 9, 243–257.

- Hadjikhani, A., & Thilenius, P. (2005). *Non-Business actors in a business network: A comparative case on firms' actions in developing and developed countries*. New York, NY: Elsevier.
- Håkansson, A., & Waluszewski, A. (2016). 'Methodomania'? On the methodological and theoretical challenges of IMP business research. *The IMP Journal*, 10(3), 443–463.
- Håkansson, H. (1980). Marketing strategies in industrial markets: A framework applied to a steel producer. *European Journal of Marketing*, 14(5/6), 365–377.
- Håkansson, H. (Ed.) (1982). *International marketing and purchasing of industrial goods: An interaction approach*. Chichester: Wiley.
- Håkansson, H. (Ed.) (1987). *Industrial technological development – A network approach*. London: Croom Helm. Dover, New Hampshire.
- Håkansson, H. (1989). *Corporate technological behaviour. Co-operation and networks*. London: Routledge.
- Håkansson, H. (2010). Duels or duets? Characterizing interaction between companies, Paper presented at the IMP Conference 2010, Budapest. Retrieved from www.impgroup.org (accessed September 2016).
- Håkansson, H., & Ford, D. (2002). How should companies interact? *Journal of Business Research*, 55(2), 133–139.
- Håkansson, H., & Ford, D. (2016). The managerial challenge of business interaction: behind the market façade. *The IMP Journal*, 10(1), 154–171.
- Håkansson, H., Ford, D., Gadde, L.-E., Snehota, I., & Waluszewski, A. (2009). *Business in networks*. Sussex: Wiley.
- Håkansson, H., Harrison, D., & Waluszewski, A., (Eds.) (2004). *Rethinking marketing*. Chichester: Wiley.
- Håkansson, H., & Johanson, J. (1992). A model of industrial networks. In B. Axelsson & G. Easton (Eds.), *Industrial networks: A new view on reality*. (pp. 28–36). London: Routledge.
- Håkansson, H., Johanson, J., & Wootz, B. (1977). Influence tactics in buyer-seller processes. *Industrial Marketing Management*, 5(6), 319–332.
- Håkansson, H., Kraus, K., & Lind, J. (Eds.) (2010). *Accounting in networks*. London: Routledge.
- Håkansson, H., & Lind, J. (2004). Accounting and network coordination. *Accounting, Organizations and Society*, 29(1), 51–72.
- Håkansson, H., & Lind, J. (2007). Accounting in an interorganisational setting. In C. S. Chapman, A. G. Hopwood, & M. D. Shields (Eds.), *Handbook of management accounting research* (pp. 885–902). Oxford: Elsevier.
- Håkansson, H., & Olsen, P. I. (2015). The roles of money and business deals in network structures. *Industrial Marketing Management*, 45, 207–217.
- Håkansson, H., & Persson, G. (2004). Supply chain management: The logic of supply chains and networks. *International Journal of Logistics Management*, 15(1), 11–26.
- Håkansson, H., & Snehota, I. (1989). No business is an island: The network concept of business strategy. *Scandinavian Journal of Management*, 5(3), 187–200.
- Håkansson, H., & Snehota, I. (Eds.) (1995). *Developing relationships in business networks*. London: Routledge.

- Håkansson, H., & Snehota, I. (2000). The IMP perspective: Assets and liabilities of business relationships. In J. N. Sheth & A. Parvatiyar (Eds.), *Handbook of relationship marketing* (pp. 69–94). Thousand Oaks, CA: Sage.
- Håkansson, H., Tunisini, A.-L., & Waluszewski, A. (2006). Place as a resource in business networks. In E. Baraldi, H. Fors, & Houtz (Eds.), *Taking place: The spatial contexts of science, technology, and business* (pp. 223–246). Sagamore Beach, MA: Science History Publications Ltd.
- Håkansson, H., & Waluszewski, A. (2002a). *Managing technological development: IKEA, the environment and technology*. New York, NY: Routledge.
- Håkansson, H., & Waluszewski, A. (2002b). Path dependence: Restricting or facilitating technical development? *Journal of Business Research*, 55(7), 561–570.
- Håkansson, H., & Waluszewski, A. (2007). *Knowledge and innovation in business and industry – The importance of using others*. London: Routledge.
- Håkansson, H., & Waluszewski, A. (2013). A never ending story – Interaction patterns and economic development. *Industrial Marketing Management*, 42(3), 443–454.
- Håkansson, H., & Wootz, B. (1975). Supplier selection in an international environment – An experimental study. *Journal of Marketing Research*, 12(1), 46–51.
- Hallén, L., Johanson, J., & Sayed-Mohamed, N. (1991). Interfirm adaptation in business relationships. *Journal of Marketing*, 55, (2) 29–37.
- Hallén, L., & Sandström, M. (1991). Relationship atmosphere in international business. In S. J. Paliwoda (Ed.), *New perspectives on international marketing* (pp. 108–125). London: Routledge.
- Harrison, D., & Waluszewski, A. (2008). The development of a user network as a way to re-launch an unwanted product. *Research Policy*, 37(1), 115–130.
- Hatteland, C. (2006). The roll rack case. In M. Jahre, L.-E. Gadde, H. Håkansson, D. Harrison, & G. Persson (Eds.), *Resourcing in logistics. The art of systematic combining* (pp. 70–92). Lund, Sweden: Liber.
- Havenvid, I. M. (2017). Starting-up from science – The case of a university-organised commercialisation project. In L. Aaboen, A. La Rocca, F. Lind, A. Perna, & T. Shih (Eds.), *Starting-up in business networks. Why relationships matter in entrepreneurship* (pp. 171–198). London: Palgrave MacMillan.
- Havenvid, M., Håkansson, H., & Linné, Å. (2016). Economic deals in the construction industry – Implications for socio-material interaction and monetary processes. *The IMP Journal*, 10(3), 364–389.
- Havenvid, M. I., Holmen, E., Pedersen, A.-C., & Linne, Å. (2017). Creating relationship continuity across projects in the construction industry: Deliberate, emergent and deliberately emergent strategies. *The IMP Journal*, 11(2), 207–229.
- Heberling, M. E. (1993). The rediscovery of modern purchasing. *Journal of Purchasing and Materials Management*, 29(4), 47–53.
- Hedaa, L., & Törnroos, J. A. (2008). Understanding event-based business networks. *Time and Society*, 17, (2-3), 319–348.
- Högselius, P. (2010). Lost in translation? Science, technology and the state since the 1970s. In P. Lundin, N. Stenlås, & J. Gribbe (Eds.), *Science for welfare and warfare. Technology and state initiative in cold war Sweden* (pp. 234–274). Sagamore Beach, MA: Science and History Publications.

- Hoholm, T. (2009). *The contrary forces of innovation: An ethnography of innovation processes in the food industry*. Unpublished doctoral dissertation. Oslo: BI Norwegian School of Management.
- Hoholm, T. (2011). *The contrary forces of innovation: An ethnography of innovation in the food industry*. London: Palgrave MacMillan.
- Hoholm, T., & Araujo, L. (2011). Studying innovation processes in real-time: The promises and challenges of ethnography. *Industrial Marketing Management*, 40(6), 933–939.
- Hoholm, T., & Olsen, P. I. (2012). The contrary forces of innovation: A conceptual model for studying networked innovation processes. *Industrial Marketing Management*, 41(2), 344–356.
- Holmen, E. (2001). *Notes on a conceptualisation of resource-related embeddedness of interorganisational product development*. Unpublished doctoral thesis. Sønderborg: University of Southern Denmark.
- Højbjerg Clarke, A., Freytag, P. V., La Rocca, A., & Snehota, I. (2014). Jockeying for a position in a business network in motion: Cases from advertising industry, Paper Presented at the 30th IMP Conference, Bordeaux, France.
- Højbjerg Clarke, A., Freytag, P., & Zolkiewski, J. (2017). Customer portfolios – Challenges of internal and external alignment. *The IMP Journal*, 11(1), 109–126.
- Hollingsworth, J. R., & Boyer, R. (1997). Coordination of economic actors and social systems of production. In J. R. Hollingsworth & R. Boyer (Eds.), *Contemporary capitalism: The embeddedness of institutions* (pp. 1–47). Cambridge: Cambridge University Press.
- Horngren, C. T., Datar, S. M., Foster, G., Rajan, M., & Ittner, C. (2009). *Cost Accounting – A managerial emphasis (13th ed.)*, London: Pearson International Edition.
- Huemer, L. (2017). Strategizing in multi-faceted network boundaries: The scope for action in horizons and verizons. *The IMP Journal*, 11(2), 274–288.
- Hughes, T. (1983). *Networks of power: Electrification in western society, 1880-1930*. Baltimore, MD: John Hopkins University Press.
- Hulthén, K. (2002). *Variety in distribution networks: A transvection analysis*. Doctoral dissertation. Chalmers University of Technology, Gothenburg, Sweden.
- Hulthén, K., & Gadde, L.-E. (2007). Understanding the ‘new’ distribution reality through ‘old’ concepts: a renaissance for transvection and sorting. *Marketing Theory*, 7(2), 184–207.
- Humphrey, P. K., Wong, Y. K., & Chan, F. T. S. (2003). Integrating environmental criteria into the supplier selection process. *Journal of Materials Processing Technology*, 138(1–3), 349–356.
- Ingemansson, M. (2010). *Success as science but burden for business? On the difficult relationship between scientific advancement and innovation* (Dissertation), Uppsala University, Uppsala, Sweden.
- Ingemansson, M., & Waluszewski, A. (2009). Success in science and burden in business. On the difficult relationship between science as a developing setting and business as a producer-user setting. *The IMP Journal*, 3(2), 20–56.

- Ivens, B., & Pardo, C. (2016). Managerial implications of research on inter-organizational interfaces: The case of key account management. *The IMP Journal*, 10(1), 25–49.
- Jacobs, E. (2000). *Koopman in Azië: De handel van de Verenigde Oost-Indische Compagnie tijdens de 18e eeuw*, Walburg Pers, Zutphen.
- Jahre, M., Gadde, L.-E., Håkansson, H., Harrison, D., & Persson, G. (2006). *Resourcing in Logistics. The art of systematic combining*. Lund, Sweden: Liber.
- Järvensivu, T., & Törnroos, J. (2010). Case study research with moderate constructionism: Conceptualization and practical illustration. *Industrial Marketing Management*, 39(1), 100–108.
- Jensen, M., & Meckling, W. (1976). Theory of the firm: Managerial Behavior, agency costs and ownership structure. *Journal of Financial Economics*, 3(4), 306–360.
- Johanson, J. (1966). *Svenskt kvalitetsstål på utländska marknader*. Dissertation; Department of Business Administration. University of Uppsala, Uppsala.
- Johanson, J., & Mattsson, L.-G. (1985). Marketing investments and market investments in industrial networks. *International Journal of Research in Marketing*, 2(3), 185–195.
- Johanson, J., & Mattsson, L.-G. (1986). International marketing and internationalization processes—A network approach. In P. W. Turnbull & S. J. Paliwoda (Eds.), *Research in international marketing* (pp. 234–265). Oxon: Routledge.
- Johanson, J., & Mattsson, L.-G. (1992). Network positions and strategic action – An analytical framework. In B. Axelsson & G. Easton (Eds.), *Industrial networks - A new view of reality* (pp. 205–217). London: Routledge.
- Johanson, J., & Mattsson, L.-G. (1994). The markets-as-networks tradition in Sweden. In G. Laurent, G. L. Lilien, & B. Pras (Eds.), *Research traditions in marketing* (pp. 321–342). Boston, MA: Kluwer Academic Publishers.
- Johanson, J., & Mattsson, L.-G. (2006). Discovering market network. *European Journal of Marketing*, 40(3–4), 259–274.
- Johanson, M., & Waluszewski, A. (2007). Handling resource interfaces in a planned economy or How Tipografija solves interactive issues without direct interaction. In H. Håkansson & A. Waluszewski (Eds.), *Knowledge and innovation in business and industry. The importance of using other* (pp. 109–106). London: Routledge.
- Johanson, J., & Wiederheim-Paul, F. (1975). The internationalization of the firm – four Swedish case studies. *Journal of Management Studies*, 2(3), 305–322.
- Johnsen, T. (2009). Supplier involvement in new product development and innovation: Taking stock and looking to the future. *Journal of Purchasing & Supply Management*, 15(3), 187–197.
- Kajüter, P., & Kulmala, H. I. (2005). Open-book accounting in networks: Potential achievements and reasons for failures. *Management Accounting Research*, 16(2), 179–204.
- Kaplan, R. S., & Norton, D. P. (2006). *Alignment – Using the balanced scorecard to create corporate synergies*. Boston, MA: Harvard Business School Press.
- Klein, P. G. (2008). Opportunity discovery, entrepreneurial action, and economic organization. *Strategy Entrepreneurship Journal*, 2(3), 175–190.
- Kleinrock, L. (2010). An early history of the internet. *Communications Magazine, IEEE*, 48(8), 26–36, August.

- Klijn, E. H. (1996). Analyzing and managing policy processes in complex networks: A theoretical examination of the concept policy network and its problems. *Administration & Society*, 28(1), 90–119.
- Kothandaraman, P., & Wilson, D. T. (2001). The future of competition: Value-creating networks. *Industrial Marketing Management*, 30(4), 379–389.
- Kraljic, P. (1983). Purchasing must become supply management. *Harvard Business Review*, 61(5), 109–117.
- Kraus, K. (2012). Heterogenous accountingisation – Accounting and inter-organisational cooperation in home care services. *Accounting, Auditing and Accountability Journal*, 25(7), 1080–1112.
- Kraus, K., & Lind, J. (2007). Management control in inter-organisational relationships. In T. Hopper, R. W. Scapens, & D. H. Northcott (Eds.), *Issues in management accounting* (pp. 269–296). Harlow: Financial Times Prentice Hall.
- Kuhlmann, S. (2001). Future governance of innovation policy in Europe – Three scenarios. *Research Policy*, 30(6), 953–976.
- Kuhlmann, S. (2013). Innovation policies (vis à vis practice and theory). In E. G. Carayannis (Ed.), *Encyclopedia of creativity, invention, innovation, and entrepreneurship* (pp. 985–994). New York, NY: Springer.
- La Porte, T. R. (1975). Complexity and uncertainty: Challenge to action. In T. R. La Porte (Ed.), *Organized social complexity: Challenge to politics and policy* (pp. 332–356). Princeton, NJ: Princeton University Press.
- La Rocca, A. (2011). *Interaction and actors' identities in business relationships* (PhD Dissertation), Università della Svizzera italiana, Lugano, Switzerland.
- La Rocca, A. (2013). Approaching (inter-) actors in the business landscape. *The IMP Journal*, 7(3), 171–179.
- La Rocca, A., Ford, D., & Snehota, I. (2013). Initial relationship development in new business ventures. *Industrial Marketing Management*, 42(7), 1025–1032.
- La Rocca, A., Hoholm, T., & Mørk, B. E. (2017). Practice theory and the study of interaction in business relationships – Some methodological implications. *Industrial Marketing Management*, 60, 187–195.
- La Rocca, A., Öberg, C., & Hoholm, H. (2017). When start-ups shift network – Notes on start-up journey. In L. Aaboen, A. La Rocca, F. Lind, A. Perna, & T. Shih (Eds.), *Starting-up in business networks. Why relationships matter in entrepreneurship* (pp. 107–136). London: Palgrave MacMillan.
- La Rocca, A., & Perna, A. (2014). New venture acquiring position in an existing network. *The IMP Journal*, 8(2), 28–37.
- La Rocca, A., & Snehota, I. (2014). Relating in business networks: Innovation in practice. *Industrial Marketing Management*, 43(3), 441–447.
- La Rocca, A., & Snehota, I. (2016). Corporate associations in B2B: Coping with multiple relationship-specific identities. *The IMP Journal*, 10(1), 172–188.
- La Rocca, A., Snehota, I., & Harrison, D. (2017). Starting-up: Relating to a context in motion. In L. Aaboen, A. La Rocca, F. Lind, A. Perna, & T. Shih (Eds.), *Starting-up in business networks. Why relationships matter in entrepreneurship* (pp. 77–105). London: Palgrave MacMillan.
- Laage-Hellman, J. (1989). *Technological development in industrial networks*, PhD thesis. Uppsala: Uppsala University.

- Laage-Hellman, J. (1997). *Business networks in Japan: Supplier-customer interaction in product development*. London: Routledge.
- Laage-Hellman, J., Landqvist, M., & Lind, F. (2017). R&D collaboration and start-ups. In L. Aaboen, A. La Rocca, F. Lind, A. Perna, & T. Shih (Eds.), *Starting-up in business networks. Why relationships matter in entrepreneurship* (pp. 139–170). London: Palgrave MacMillan.
- Lagendijk, A. (2001). Three stories about regional salience: ‘Regional worlds’, ‘political mobilisation’, and ‘performativity’. *Zeitschrift für Wirtschaftsgeographie*, 45(1), 139–158.
- Lakatos, I. (1970). Falsification and the methodology of scientific research programmes. In I. Lakatos & A. Musgrave (Eds.), *Criticism and the growth of knowledge* (pp. 91–195). London: Cambridge University Press.
- Lane, D. (2013). *Towards an agenda for social innovation*. Manifesto, Venice, European Centre for Living Technology.
- Laranja, M., Uyerra, E., & Flanagan, K. (2008). Policies for science, technology and innovation: Translating rationales into regional policies in a multi-level setting. *Research Policy*, 37(5), 823–835.
- Larsen, M. M., Manning, S., & Pedersen, T. (2013). Uncovering the hidden costs of offshoring: The interplay of complexity, organizational design, and experience. *Strategic Management Journal*, 34(5), 533–552.
- Lascoumes, P., & Le Galès, P. (2007). Introduction: Understanding public policy through its instruments—From the nature of instruments to the sociology of public policy instrumentation. *Governance*, 20(1), 1–21.
- Latour, B. (1996). *Aramis, or the love of technology*. Cambridge, MA: Harvard University Press.
- Lawson, T. (2005). The nature of Heterodox economics. *Cambridge Journal of Economics*, 30(4), 483–505.
- Lee, C., Lee, K., & Pennings, J. M. (2001). Internal capabilities, external networks, and performance: A study on technology-based ventures. *Strategic Management Journal*, 22(6-7), 615–640.
- Leenders, H. E., & Fearon, H. (2008). Developing purchasing’s foundation. *Journal of Supply Chain Management*, 44(2), 17–27.
- Leydesdorff, L., & Etkowitz, H. (1998). The triple helix as a model for innovation studies. *Science and Public Policy*, 25(3), 195–203.
- Liker, J. K., & Choi, T. Y. (2004). Building deep supplier relationships. *Harvard Business Review*, 82(12 (December)), 104–113.
- Lind, F. (2006). *Resource combining across inter-organizational project boundaries* (Dissertation). Chalmers University of Technology, Göteborg, Sweden.
- Lind, J. (2017). The role of accounting for managing innovation processes when relationships matter. *The IMP Journal*, 11(1), 7–24.
- Lind, J., & Strömsten, T. (2006). When do firms use different types of customer accounting? *Journal of Business Research*, 59(12), 1257–1266.
- Lindberg, N., & Furusten, S. (2005). Breaking laws – Making deals. In S. Furusten & A. Werr (Eds.), *Dealing with confidence* (pp. 170–184). Copenhagen: Copenhagen Business School Press.

- Linné, Å. (2012). *China's creation of biopharmaceutical drugs: Combining political steering, military research, and transnational networking* (Dissertation), Uppsala, Sweden: Uppsala University.
- Linné, Å., & Shih Tsung-Ying, T. (2013). The political embeddedness of business networks in a Chinese context: The case of a biopharmaceutical business network. *The IMP Journal*, 7(3), 180–187.
- Linton, R. (1936). *The study of man*. New York, NY: Appleton Century.
- Loader, K. (2015). SME suppliers and the challenge of public procurement: Evidence revealed by a UK government online feedback facility. *Journal of Purchasing and Supply Management*, 21, 103–112.
- Lundgren, A. (1991). *Technological innovation and industrial evolution: The emergence of industrial networks*, PhD thesis. Stockholm: Stockholm School of Economics.
- Lundvall, B. (1992). *National systems of innovation: Towards a theory of innovation and interactive learning*. London: Pinter.
- Lundvall, B. (1993). *User-producer relationships: National system of innovation and internationalization*. *Technology and the wealth of nations: The dynamics of constructed advantages*. London: Pinter.
- Lundvall, B. Å. (Ed.) (2010). *National systems of innovation: Toward a theory of innovation and interactive learning* (Vol. 2). London: Anthem Press.
- Lundvall, B. Å., Johnson, B., Andersen, E. S., & Dalum, B. (2002). National systems of production, innovation and competence building. *Research Policy*, 31(2), 213–231.
- Mahadevan, B. (2000). Business models for Internet based E-Commerce: An anatomy. *California Management Review*, 42(4), 55–69.
- Mandják, T., Bárdos, K., Neumann-Bódi, E., Németh, S., & Simon, J. (2011). To solve the impossible: From necessity to success with the help of business network. *The IMP Journal*, 5(3), 212–224.
- Mandják, T., & Simon, J. (2016). An old picture ... or is it? The relations between business and political networks in Hungary. *The IMP Journal*, 10(3), 483–511.
- Mandják, T., Szalkai, Z., Neumann-Bódi, E., Magyar, M., & Simon, J. (2014). Phoenix in the network: The genesis of a Hungarian industrial company. *The IMP Journal*, 8(3), 107–119.
- Mandják, T., Szalkai, Z., Neumann-Bódi, E., Magyar, M., & Simon, J. (2015). Emerging relationships: How are they born? *Industrial Marketing Management*, 49, 32–41.
- Mandják, T., Szalkai, Z., Neumann-Bódi, E., Magyar, M., & Simon, J. (2016). Trigger issues in emerging relationships. *Industrial Marketing Management*, 58, 137–147.
- Manzella, G. P., & Mendez, C. (2009). *The turning points of EU Cohesion policy*. Brussels: European Commission.
- March, J., & Simon, H. (1958). *Organizations*. New York, NY: Wiley.
- Marglin, S. A. (2008). *The Dismal Science: How thinking like an economist undermines community*. Cambridge, MA: Harvard University Press.
- Martin, R. (1999). The new “geographical turn” in economics: Some critical reflections. *Cambridge Journal of Economics*, 23(1), 65–91.

- Martin, R. (2005). Regional policy. In F. McDonald & S. Dearden (Eds.), *European economic integration* (4th ed., pp. 227–254). Essex: Pearson Education.
- Martinelli, E., Tunisini, A., & Guercini, S. (2017). Customer-driven supply chains under IMP lens: A systematic literature review and conceptual framework. *The IMP Journal*, 11(2), 289–300.
- Mason, K., Kjellberg, H., & Hagberg, J. (2015). Exploring the performativity of marketing: Theories, practices and devices. *Journal of Marketing Management*, 31(1–2), 1–15.
- Matthews, D. (2005). Strategic procurement in the public sector: A mask for financial and administrative policy. *Journal of Public Procurement*, 5(3), 388–399.
- Mattsson, L.-G. (1969). *Integration and efficiency in marketing systems*. Sweden, Stockholm: Economic Research Institute.
- Mattsson, L.-G. (1975). *Systemförsäljning*. MTC:s Skriftserie No. 1. Stockholm: MTC.
- Mattsson, L.-G. (2016). Bridging gaps between policies for sustainable markets and market practices. *The IMP Journal*, 10(2), 339–356.
- Mattsson, L. G., & Tidström, A. (2015). Applying the principles of Yin_Yang to market dynamics: On the duality of cooperation and competition. *Marketing Theory*, 15(3), 347–364.
- Mazzucato, M. (2013). *The entrepreneurial state: Debunking public vs. private sector myths*. London: Anthem Press.
- McCann, P., & Ortega-Argilés, R. (2015). Smart specialization, regional growth and applications to European Union cohesion policy. *Regional Studies*, 49(8), 1291–1302.
- McGrath, R. G., & MacMillan, I. C. (1995). *Discovery driven planning*. Philadelphia: Wharton School, Snider Entrepreneurial Center.
- McGrath, R. G., & MacMillan, I. C. (2009). *Discovery-driven growth: A breakthrough process to reduce risk and seize opportunity*. Cambridge, MA: Harvard Business Press.
- Metcalfe, S. (2003). Equilibrium and evolutionary foundations of competition and technology policy. New perspectives on the division of labour and the innovation process. In P. Pelikan & G. Wegner (Eds.), *The evolutionary analysis of economic policy* (pp. 162–190). Cheltenham: Edward Elgar.
- Mikhailova, O., & Olsen, P. I. (2016). Internationalization of an academic invention through successive science-business networks: The case of TAVI. *Journal of International Entrepreneurship*, 14(3), 441–471.
- Milanese, M., Guercinin, S., & Waluszewski, A. (2016). A Black Swan in the district? An IMP perspective on immigrant entrepreneurship and changes in industrial districts. *The IMP Journal*, 10(2), 243–259.
- Minde, S. (2007). *Development of new technology in a network context – The embedding process*. PhD thesis, NTNU, Trondheim, Norway.
- Mintzberg, H. (1973). *The nature of managerial work*. New York, NY: Harper and Row.
- Mirowski, P. (2011). *Science mart. Privatizing American science*. Cambridge, MA: Harvard University Press.

- Möller, K. (2013). Theory map of business marketing: Relationships and networks perspectives. *Industrial Marketing Management*, 42(3), 324–335.
- Möller, K., & Rajala, A. (2007). Rise of strategic nets—New modes of value creation. *Industrial Marketing Management*, 36(7), 895–908.
- Morgan, J. (1999). Purchasing at 100. Where it's been, where it's headed. *Purchasing*, 127(8), 72–94.
- Munksgaard, K., Evald, M. R., Hojbjerg Clarke, A. C., & Damgaard, T. M. (2017). What is in it for me: Firms strategizing for public-private innovation. *The IMP Journal*, 11(1), 72–90.
- Munksgaard, K., & Ford, D. (2017). The business actor and business management. *The IMP Journal*, 11(2), 327–347.
- Nelson, R. (1993). *National Innovation Systems: A Comparative Analysis*. Oxford: Oxford University Press.
- Nishiguchi, T. (1994). *Strategic industrial sourcing: The Japanese advantage*. New York, NY: Oxford University Press.
- Norwegian Government. (2013). Veileder til reglene om offentlige anskaffelser, Government (explanation to the prescriptions regarding public procurement).
- O'Brien, J. (2015). *Category management in purchasing. A strategic approach to maximize business profitability*. London: Kogan Publishing.
- Öberg, C. (2016). Let's talk about innovation: Is there a hidden potential of knowledge exchange between open innovation and IMP? *The IMP Journal*, 10(3), 540–560.
- OECD (1999). *Boosting innovation: The cluster approach*. Paris: OECD.
- OECD (2001). *Innovative clusters: Drivers of national innovation systems*. Paris: OECD.
- OECD (2006). *Competitive cities in the global economy*. Paris: OECD.
- OECD (2009). *Regions matter: Economic recovery, innovation and sustainable growth*. Paris: OECD.
- OECD (2011). *Regions at a glance 2011*. Paris: OECD.
- OECD (2012a). *Draft synthesis report on innovation driven-growth in regions: The role of smart specialisation*. Paris: OECD.
- OECD (2012b). *Promoting growth in all regions*. Paris: OECD.
- Olsen, P.-I., & Håkansson, H. (2017). The roles of deals and business networks in innovation process. *The IMP Journal*, 11(1), 25–50.
- Olsen, P. I., Prenekert, F., Hoholm, T., & Harrison, D. (2014). The dynamics of power in a concentrated business networks. *Journal of Business Research*, 67(12), 2559–2589.
- Onyemah, V., Rivera Pesquera, M., & Ali, A. (2013). What entrepreneurs get wrong. *Harvard Business Review*, 91(5), 74–79.
- Osterwalder, A., & Pigneur, Y. (2010). *Business model generation: A handbook for visionaries, game changers, and challengers*. Chichester: Wiley.
- Oukes, T., & von Raesfeld, A. (2016). A start-up in interaction with its partners. *The IMP Journal*, 10(1), 50–80.
- Payne, A., Storbacka, K., & Frow, P. (2008). Managing the co-creation of value. *Journal of the Academy of Marketing Science*, 36(1), 83–96.
- Penrose, E. T. (1959). *The theory of the growth of the firm*. New York, NY: Sharpe.

- Perna, A., Baraldi, E., & Waluszewski, A. (2015). Is the value created necessarily associated with money? On the connections between an innovation process and its monetary dimension: The case of Solibro's thin-film solar cells. *Industrial Marketing Management*, 46, 108–121.
- Persson, G., & Håkansson, H. (2007). Supplier segmentation when supplier relationships matter. *IMP Journal*, 1(3), 26–41.
- Pfeffer, J., & Salancik, G. (1978). *The external control of organizations. A resource dependence perspective*. New York, NY: Harper & Row.
- Pfister, T. (2016). Co-producing European integration: Research, policy, and welfare activation. In J.-P. Voß & R. Freeman (Eds.), *Knowing governance* (pp. 63–85). London: Palgrave Macmillan.
- Pike, A., Rodriguez-Pose, A., & Tomaney, J. (2006). *Local and regional development*. London: Routledge.
- Pike, A., Rodriguez-Pose, A., & Tomaney, J. (2007). What kind of local and regional development and for whom? *Regional Studies*, 41(9), 1253–1269.
- Porter, M. (1990). The competitive advantage of nations. *Harvard Business Review*, 68(2), 73–93.
- Porter, M. (2000). Location, competition, and economic development: Local clusters in a global economy. *Economic Development Quarterly*, 14(1), 15–34.
- Prekert, F. (2016). Market investments in resource interfaces: Understanding market assets in networks. *The IMP Journal*, 10(3), 409–442.
- Prekert, F. (2017). Understanding business networks from a mixed network and system ontology position: A review of the research field. *The IMP Journal*, 11(2), 301–326.
- Probert, J., Connell, D., & Mina, A. (2013). R&D service firms: The hidden engine of the high-tech economy? *Research Policy*, 42(6), 1274–1285.
- Programme of the Commission. (1985). *Bulletin of the European Communities*, Supplement 4/85, at regions, COM (71) 500 def, Brussels.
- Public Procurement Act. SOU (Swedish Public Research). 2007:1091.
- Purchase, S., Goh, T., & Dooley, K. (2008). Supplier perceived value: Differences between business-to-business and business-to-government relationships. *Journal of Purchasing & Supply Management*, 15(1), 3–11.
- Ratajczak-Mrozek, M., & Herbec, M. (2016). To be independent or balance interdependence? Policy implications for micro and small enterprises. *The IMP Journal*, 10(2), 260–275.
- Read, S., Sarasvathy, S., Dew, N., Wittbank, R., & Ohlsson, A.-V. (2011). *Effectual entrepreneurship*. Oxon, UK: Routledge.
- Rhodes, R. A. (2007). Understanding governance: Ten years on. *Organization Studies*, 28(8), 1243–1264.
- Richardson, G. B. (1972). The organisation of industry. *The Economic Journal*, 82(327), 883–896.
- Richardson, T. (2000). Discourses of rurality in EU spatial policy: The European spatial development perspective. *Sociologica Ruralis*, 40(1), 53–71.
- Rider, S., Hasselberg, Y., & Waluszewski, A., (Eds.) (2013). *Transformations in research, higher education and the academic market. The breakdown of scientific thought*. Dordrecht: Springer Science and Business Media.

- Ries, E. (2011). *The lean startup: How today's entrepreneurs use continuous innovation to create radically successful businesses*. Crown Business.
- Rip, A. (2012). The context of innovation journeys. *Creativity and Innovation Management*, 21(2), 158–170.
- Ritter, T., & Ford, D. (2004). Interactions between suppliers and customers in business marketing. In H. Håkansson, D. Harrison, & A. Waluszewski (Eds.), *Rethinking marketing – Developing a new understanding of markets* (pp. 99–116). Chichester: Wiley.
- Rossi, F., Caloffi, A., & Russo, M. (2016). Networked by design: Can policy requirements influence organisations' networking behavior? *Technology Forecasting and Social Change*, 105, 203–214.
- Rubach, S., Hoholm, T., & Håkansson, H. (2017). Innovation networks or innovation in networks? *The IMP Journal*, 11(2), 178–200.
- Ryggvik, H. (2015). A short history of the Norwegian oil industry: From protected national champions to internationally competitive multinationals. *Business History Review*, 89(1), 3–41.
- Sarasvathy, S. D. (2001). Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review*, 26(2), 243–263.
- Saxenian, A. (1991). The origins and dynamics of production networks in Silicon Valley. *Research Policy*, 20(5), 423–437.
- SCA Annual Report. (2015). <http://reports.sca.com/2015/annual-report/>
- Schwartz, M., & Fish, A. (1998). Just-in-time inventories in old Detroit. *Business History*, 40(3), 48–71.
- Sharma, S., & Henriques, I. (2005). Stakeholder influences on sustainability practices in the Canadian forest products industry. *Strategic Management Journal*, 26(2), 159–180.
- Shih, T. (2009). *Scrutinizing a policy ambition to make business out of science – Lessons from Taiwan*, (Dissertation), Department of Business Studies, Uppsala University, Uppsala.
- Shih, T., & Linné, Å. (2016). State actors' mobilisation of resources for innovation: A case study of a Chinese vaccine. *The IMP Journal*, 10(2), 296–316.
- Shove, E. (2014). Putting practice into policy: Reconfiguring questions of consumption and climate change. *Contemporary Social Science*, 9(4), 415–429.
- Shucksmith, M., Thomson, K. J., & Roberts, D. (2005). *The CAP and the regions: The territorial impact of the common agricultural policy*. Wallingford, CT: CABI Publishing.
- Smits, R., & Kuhlmann, S. (2004). The rise of systemic instruments in innovation policy. *International Journal of Foresight and Innovation Policy*, 1(1-2), 4–32.
- Snehota, I. (2004). Perspectives and theories of market. In A. Waluszewski, D. Harrison, & H. Håkansson (Eds.), *Rethinking marketing. Developing a new understanding of markets* (pp. 15–32). Chichester: Wiley.
- Snehota, I. (2011). New business formation in business networks. *The IMP Journal*, 5(1), 1–10.

- Snehota, I. (2014). Interdependences in business markets – Implications for management practice and research. *Journal of Business Market Management*, 7(1), 280–283.
- Stark, D. (2009). *The sense of dissonance: Accounts of worth in economic life*. Princeton, NJ: Princeton University Press.
- Stark, D. (2011). *The sense of dissonance: Accounts of worth in economic life*. Princeton, NJ: Princeton University Press.
- Stinchcombe, A. L. (1965). Organizations and social structure. In J. March (Ed.), *Handbook of organizations* (pp. 153–193). Chicago, IL: Rand McNally.
- Stinchcombe, A. L. (1968). *Constructing social theories*. San Francisco, CA: Harcourt, Brace & World Inc.
- Storper, M. (1997). *The regional world: Territorial development in a global economy*. New York, NY: Guilford Press.
- Strömsten, T., & Waluszewski, A. (2012). Governance and resource interaction in networks. The role of venture capital in a biotech start-up. *Journal of Business Research*, 65(2), 232–244.
- Szalkai, Z., & Magyar, M. (2017). Strategy from the perspective of contract manufacturers. *The IMP Journal*, 11(1), 150–172.
- Teece, D. (2010). Business models, business strategy and innovation. *Long Range Planning*, 43(2-3), 172–194.
- Thai, K. (2001). Public procurement re-examined. *Journal of Public Procurement*, 1(1), 9–50.
- Thompson, J. D. (1967). *Organizations in action*. New York, NY: McGraw-Hill.
- Thompson, J. D. (2003). *Organizations in action: Social science bases of administrative theory*. New York: Transaction Publishers. (First published 1967).
- Tödting, F., & Trippel, M. (2005). One size fits all? Towards a differentiated regional innovation policy approach. *Research Policy*, 34(8), 1203–1219.
- Tomkins, C. (2001). Interdependences, trust and information in relationships, alliances and networks. *Accounting, Organizations and Society*, 26(2), 161–191.
- Törnroos, J. Å., Halinen, A., & Medlin, C. (2016). Dimensions of space in business network research. *Industrial Marketing Management*, 61, 10–19.
- Turnbull, P., & Valla, J. P. (Eds.) (1986). *Strategies for international industrial marketing*. London: Croom Helm.
- Uyarra, E., Edler, J., Garcia-Estevéz, J., Georghiou, L., & Yeow, J. (2014). Barriers to innovation through public procurement: A supplier perspective. *Technovation*, 34(10), 631–645.
- Van de Ven, A. H., Polley, D. E., Garud, R., & Venkataraman, S. (1999). *The innovation journey*. New York, NY: Oxford University Press.
- Van de Ven, A. H., & Poole, M. S. (2005). Alternative approaches for studying organizational change. *Organisation Studies*, 26(9), 1377–1404.
- Van Weele, A. J. (1994). *Purchasing management*. London: International Thomson Business Press.
- Vargo, S., & Lusch, R. (2008). From goods to service(s): Divergences and convergences of logics. *Industrial Marketing Management*, 37(3), 245–350 (May 2008).
- Veblen, T. (1904). *The theory of business enterprise*. New York, NY: Charles Scribner's Sons.

- Vercauteren, A. (2007). *Inter-firm Interaction for Technology-based Radical Innovation*. PhD thesis, Hasselt University, Belgium.
- Von Corswant, F., Dubois, A., & Fredriksson, P. (2003). Organizing activities in industrial networks: The case of Volvo S80. In N. Paulsen & T. Hernes (Eds.), *Managing boundaries in organizations. Multiple perspectives* (pp. 129–146). Basingstoke: Palgrave MacMillan.
- Von Krogh, G., Rossi-Lamastra, C., & Haefliger, S. (2012). Phenomenon-based research in management and organisation science: When is it rigorous and does it matter? *Long Range Planning*, 45(4), 277–298.
- Voß, J.-P., & Freeman, R. (2016). Introduction: Knowing governance. In J.-P. Voß & R. Freeman (Eds.), *Knowing governance* (pp. 1–33). London: Palgrave Macmillan.
- Walter, A., Ritter, T., & Gemünden, H. G. (2001). Value creation in buyer–seller relationships: Theoretical considerations and empirical results from a supplier's perspective. *Industrial Marketing Management*, 30(4), 365–377.
- Waluszewski, A. (1990). *Framväxten av en ny massateknik - en utvecklingshistoria. (The development of a new mechanical pulping technique)* (dissertation). Acta Universitatis Upsaliensis, Studiae Oeconomia Negotiorum, 31. Almqvist & Wiksell, Uppsala. 244.
- Waluszewski, A. (2004). A competing or co-operating cluster or seven decades of combinatory resources? What's behind a prospering biotech valley? *Scandinavian Journal of Management*, 20(1), 125–150.
- Waluszewski, A. (2011). Rethinking innovation policy. *IMP Journal*, 5(3), 140–156.
- Waluszewski, A. (2016). What's 'knowledge management' when resources are unknowable and deals negotiated? *The IMP Journal*, 10(1), 107–128.
- Waluszewski, A., Baraldi, E., Linné, Å., & Shih, T. (2009). Resource interfaces telling other stories about the commercial use of new technology: the embedding of biotech solutions in US, China and Taiwan. *IMP Journal*, 3(2), 86–123.
- Waluszewski, A., Baraldi, E., & Perna, A. (2017). The role of policy in innovation: The challenging distribution of social, material and monetary benefits. *IMP Journal*, 11(1), 51–71.
- Waluszewski, A., & Wagrell, S. (2013). Public purchasing policy as innovation killer? *The IMP Journal*, 7(1), 1–11.
- Waluszewski, A., & Wagrell, S. (2014). Public purchasing policy as innovation killer? *The IMP Journal*, 7(1).
- Webster, F., & Wind, Y. (1972). *Organizational buying behavior*. Englewood Cliffs: Prentice Hall.
- Wedin, T. (2001). *Networks and demand. The use of electricity in an industrial process*. Doctoral Dissertation. Department of Business Studies, Uppsala University, Sweden.
- Weick, K. E. (1995). *Sensemaking in organizations*. Thousand Oaks, CA: Sage.
- Weick, K. E. (2016). 60th Anniversary Essay: Constrained comprehending: The experience of organizational inquiry. *Administrative Science Quarterly*, 61(3), 333–346.
- Wernerfelt, B. (1984). A resource-based view of the firm. *Strategic Management Journal*, 5(2), 171–180.

- Werr, A., & Perner, F. (2005). Purchasing management consultants – From personal ties to organizational procedures. *Academy of Management Proceedings*, 1, 1–6.
- Wijkman, A. (2013). *Goda affärer – en strategi för hållbar offentlig upphandling*. SOU 2013:12 (Good business – a strategy for sustainable public procurement).
- Wilkinson, I. (2008). *Business relating business, managing organizational relations and networks*. Cheltenham: Edward Elgar.
- Wilkinson, I. F., Mattsson, L. G., & Easton, G. (2000). International competitiveness and trade promotion policy from a network perspective. *Journal of World Business*, 35(3), 275–299.
- Wilkinson, I., Young, L., & Freytag, P. V. (2005). Business mating: Who chooses and who gets chosen? *Industrial Marketing Management*, 34(7), 669–680.
- Williamson, O. (1975). *Markets and hierarchies: Analysis and antitrust implications*. New York, NY: The Free Press.
- Wuehrer, G. A., & Smejkal, A. S. (2013). Diversity in homogeneity – A longitudinal bibliometric review of Industrial Marketing and Purchasing (IMP) Group Conferences from 1984 to 2012. *The IMP Journal*, 7(3), 140–158.
- Wynstra, F., Van Weele, A. J., & Weggeman, M. (2001). Managing supplier involvement in product development – Three critical issues. *European Management Journal*, 19(2), 157–167.
- Yin, R. K. (1994). *Case study research. Design and methods*. Thousand Oaks, CA: Sage.
- Zasada, I., Reutter, M., Piorr, A., Lefebvre, M., & Paloma, S. G. (2015). Between capital investments and capacity building – Development and application of a conceptual framework towards a place-based rural development policy. *Land Use Policy*, 46, 178–188.
- Zheng Zhou, K., & Wu, F. (2010). Technological capability, strategic flexibility, and product innovation. *Strategic Management Journal*, 31(5), 547–561.