

Appendix B: Published Articles Based on the Workshops and Symposium

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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 Haventid, 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)

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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

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State actors' mobilisation of resources for innovation: a case study of a Chinese vaccine

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Economic deals in the construction industry: Implications for socio-material interaction and monetary processes

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“Methodomania”? On the methodological and theoretical challenges of IMP business research

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

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Christina Öberg (pp. 540–560)

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The role of accounting for managing innovation processes when relationships matter

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