Record Nr. UNINA9910450753703321 Celebrating 20 years of publishing B2B research [[electronic resource] /] **Titolo** / guest editors: Angela Hausman and Wesley J. Johnston Pubbl/distr/stampa Bradford, England, : Emerald Group Publishing, c2006 **ISBN** 1-280-73773-5 9786610737734 1-84663-215-3 Descrizione fisica 1 online resource (80 p.) Collana Journal of Business & Industrial Marketing; ; 21, no. 7 Altri autori (Persone) HausmanAngela JohnstonWesley J Soggetti Industrial marketing **Business** Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto Cover; Contents; Guest editorial; A history of the Journal of Business & Industrial Marketing; We are all business marketers now; The surpluses and shortages in business-to-business marketing theory and research; The changing landscape of supply chain management, marketing channels of distribution, logistics and purchasing; Trust: looking forward and back; Expanding the marriage metaphor in understanding long-term business relationships; The role of social and self-conscious emotions in the regulation of business-to-business relationships in salesperson-customer interactions The evolution of an evolutionary perspective on B2B businessA network perspective of account manager performance; Blurring the lines: is there a need to rethink industrial marketing?; Awards for Excellence; The editors' aim of the 20th Anniversary edition of the Journal of Sommario/riassunto Business and Industrial Marketing was to highlight the accomplishments of the past and provide possible pathways for future research in the area of business-to-business marketing. The first set of articles in this series dealt with where the discipline has been over the past two decades including a review of B2B literature, interrelated areas

of supply chain management, and channels and logistics.			