

Timmers, P. (1998). Business Models for Electronic Markets. Electronic Markets, Vol. 8(No. 2), 3–8

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| <b>Academic Metrics</b>   |   |
| Number of Citations   | 3126 (3)                                |
| Number of Years since publication   | 1998, 18 years, (2)                     |
| Perceived quality of the journal/conference   | Electronic markets; (3)                 |
| External grants funding the research (NSF or NIH or DARPA or EU or other private)   | No (0)                                  |
| Other disciplines have adopted or are using the idea in the research  | Business ; Yes (1)                      |
| <b>Industry/Practice Metrics</b>  |   |
| Patents issued or filed   | No (0)                                  |
| Actual intervention in field or site  | No (0)                                  |
| Use of Research Frameworks or Tools by policy groups, industry groups or government agencies.   | Various Business organization ; Yes (1) |
| Commercialization of idea into product/service  | No (0)                                  |
| Startups created based on the idea  | No (0)                                  |
| <b>Influence on Society (qualitative or subjective data)</b>  |   |
| Benefit of research to scientific community   | 1 (low); 2 (medium); 3 (high)           |
| Benefit of research to society at large   | 1 (low); 2 (medium); 3 (high)           |
| Media coverage (Radio, TV, Print, Movie)  | Yes (1); No (0)                         |
| <p>We think that this seminal paper authored by Paul Timmers in 1998 had a big influence on the Business Model literature. It was basically the first paper that addressed the business model issue in our field. Many of the business model papers published after 1998 refer to the Timmers paper. In terms of numbers, the paper has 3000+ citations according to Google Scholar, and according to Researchgate, it has been cited more than 1200 times.</p> <p>In our perception, the paper also has influenced the business world at that time as it was the first paper that gave a definition as well as a classification of business models.</p> <p>In 2014 we interviewed the author about his paper again (Alt, R., &amp; Zimmermann, H.-D. (2014). Status of business model and electronic market research:An interview with Paul Timmers. Electronic Markets - The International Journal on Networked Business, 24(4), 235–241.<a href="http://doi.org/10.1007/s12525-014-0177-3">http://doi.org/10.1007/s12525-014-0177-3</a>)</p> |   |