

Editorial

The new journal ranking is out — And industrial marketing management continues to progress

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The new journal ranking by journal impact factors is now out. *Industrial Marketing Management* continues to do well—and even better. This reflects the fact that *Industrial Marketing Management* has gone through a process of continuous improvement over the past years:

- *Industrial Marketing Management* has emerged as the leading academic journal to focus on Business-to-Business (B2B) and Industrial Marketing. The journal is global in terms of both authors and readers.
- The journal's annual *Industrial Marketing Management Summit* brings leading scholars together to discuss issues, trends and developments within the B2B and Industrial Marketing field. Other examples are the use of Special Issues to explore emerging ideas and also seeking continuous improvement in the quality of B2B and Industrial Marketing research by publishing a number of editorials, as well as a series of “How to” articles aiming to enrich research practice.
- Evidence of the success of this process of continuous improvement lies in a number of areas. The journal has achieved a steady growth in the number of articles submitted, while the number of acceptances over the past three years has remained relatively static, indicating an improvement in article quality from authors around the world.
- The journal has initiated a number of exciting sections: Academic-Practitioner Papers, Methodological Papers, Interdisciplinary Research Papers, and, finally, Target and Position Papers.
- The journal's impact factor has risen each year, from 1.82 in 2014 to 8.890 in 2021; the 5-year impact factor is 9.620. The SCImage journal rank also increased over the same period, from 2.022 to 2.206.
- *Industrial Marketing Management* compares favourably to the 50 journals that are currently on the FT list. If on this list, the journal's 2-year impact factor would place *Industrial Marketing Management* as the 17th-ranked journal.
- *Industrial Marketing Management* ranks 29 out of 154 ‘business’ journals and 32 out of 226 ‘management’ journals.

- The journal's Article Influence score have continued to improve (0.781 in 2019). So, too, has the journal's CiteScore (9.10 in 2019).

The points above support a convincing argument of the extent to which *Industrial Marketing Management* has managed to improve radically its position relative to that of competing journals (including current FT-ranked journals).

That the journal has continued to develop in such a way is due to the efforts of so many colleagues:

- Associate Editors for Special Issues: Maja Arslanagic-Kaladzic and Selma Kadic-Maglajlic.
- Associate Editors for Academic-Practitioner Papers: Tobias Schäfers and Michel van der Borgh.
- Associate Editor for Methodological Papers: Ghasem Zaefarian.
- Associate Editors for Interdisciplinary Research: Elina Jaakkola and Stefan Markovic.
- Associate Editor for Target and Position Papers: John Nicholson.
- Associate Editor for Book Reviews: Catherine Pardo.
- The journal's Honorary Board.
- The journal's Advisory Board for Industrial Marketing Management Summits.
- The journal's Editorial Review Board.
- The journal's publisher David Spencer.
- The many authors who submit their manuscripts to the journal, and the many reviewers who review these manuscripts.

Thank you.

Kind regards,

Adam Lindgreen and C. Anthony Di Benedetto.

Co-Editors-in-Chief, *Industrial Marketing Management*.