

Risto T Salminen

List of Publications by Year in descending order

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Version: 2024-02-01

13
papers

770
citations

840776

11
h-index

1125743

13
g-index

14
all docs

14
docs citations

14
times ranked

511
citing authors

#	ARTICLE	IF	CITATIONS
1	Promoters in a matrix organization's social network during industrial project sales. <i>International Journal of Managing Projects in Business</i> , 2014, 7, 701-719.	2.5	15
2	A paucity of person's perceived power within industrial project sales. <i>International Journal of Industrial and Systems Engineering</i> , 2013, 15, 356.	0.2	0
3	Systematic review on B2B branding: research issues and avenues for future research. <i>Journal of Product and Brand Management</i> , 2012, 21, 404-417.	4.3	58
4	Strategic flexibilities and export performance. <i>European Journal of Marketing</i> , 2012, 46, 1418-1452.	2.9	82
5	Changing project business orientations: Towards a new logic of project marketing. <i>European Management Journal</i> , 2010, 28, 124-138.	5.1	47
6	Basking in reflected glory: Using customer reference relationships to build reputation in industrial markets. <i>Industrial Marketing Management</i> , 2010, 39, 737-743.	6.7	77
7	Practices and functions of customer reference marketing "Leveraging customer references as marketing assets. <i>Industrial Marketing Management</i> , 2010, 39, 975-985.	6.7	75
8	Communicating customer references on industrial companies' Web sites. <i>Industrial Marketing Management</i> , 2009, 38, 825-837.	6.7	40
9	Role of References in Business Marketing "Towards a Normative Theory of Referencing. <i>Journal of Business-to-Business Marketing</i> , 2006, 13, 1-51.	1.5	52
10	Export Marketing, Interfunctional Interactions, and Performance Consequences. <i>Journal of the Academy of Marketing Science</i> , 2005, 33, 520-535.	11.2	86
11	Market-oriented behavior. <i>European Journal of Marketing</i> , 2002, 36, 1076-1102.	2.9	63
12	Key antecedents to "export" market-oriented behaviors: a cross-national empirical examination. <i>International Journal of Research in Marketing</i> , 2001, 18, 261-282.	4.2	147
13	Success factors of a reference visit " a single case study. <i>Journal of Business and Industrial Marketing</i> , 2001, 16, 487-507.	3.0	17