

Niina Nummela

List of Publications by Year in descending order

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43
papers

1,680
citations

393982

19
h-index

395343

33
g-index

50
all docs

50
docs citations

50
times ranked

1131
citing authors

#	ARTICLE	IF	CITATIONS
1	A Global Mindset – A Prerequisite for Successful Internationalization?. Canadian Journal of Administrative Sciences, 2004, 21, 51-64.	0.9	272
2	Strategic orientations of born globals – Do they really matter?. Journal of World Business, 2008, 43, 158-170.	4.6	220
3	Mixed methods in international business research: A value-added perspective. Management International Review, 2006, 46, 439-459.	2.1	196
4	Strategic Decision-Making of a Born Global: A Comparative Study From Three Small Open Economies. Management International Review, 2014, 54, 527-550.	2.1	129
5	The role of trust and contracts in the internationalization of technology-intensive Born Globals. Journal of Engineering and Technology Management - JET-M, 2008, 25, 123-135.	1.4	78
6	International Growth Orientation of Knowledge-Intensive SMES. Journal of International Entrepreneurship, 2005, 3, 5-18.	1.8	71
7	Dynamic capability in a small global factory. International Business Review, 2014, 23, 169-180.	2.6	68
8	The dynamics of failure in international new ventures: A case study of Finnish and Irish software companies. International Small Business Journal, 2016, 34, 51-69.	2.9	68
9	The Internationalization Process Model Revisited: An Agenda for Future Research. Management International Review, 2016, 56, 783-804.	2.1	57
10	Change in SME internationalisation: an Irish perspective. Journal of Small Business and Enterprise Development, 2006, 13, 562-583.	1.6	50
11	Value creation of an internationalizing entrepreneurial firm. Journal of Small Business and Enterprise Development, 2011, 18, 556-570.	1.6	46
12	Market orientation and internationalisation in small software firms. European Journal of Marketing, 2008, 42, 1294-1315.	1.7	43
13	Opening and closing doors: The role of language in international opportunity recognition and exploitation. International Business Review, 2015, 24, 1082-1094.	2.6	39
14	When all doors close: Implications of COVID-19 for cosmopolitan entrepreneurs. International Small Business Journal, 2020, 38, 711-717.	2.9	30
15	Rapidly with a Rifle or more Slowly with a Shotgun? Stretching the Company Boundaries of Internationalising ICT Firms. Journal of International Entrepreneurship, 2004, 2, 275-288.	1.8	28
16	Intercultural competences and interaction schemes – Four forces regulating dyadic encounters in international business. Industrial Marketing Management, 2015, 48, 38-49.	3.7	28
17	Looking through a prism – multiple perspectives to commitment to international R&D collaboration. Journal of High Technology Management Research, 2003, 14, 135-148.	2.7	27
18	Internationalisation at home: The internationalisation of location-bound service SMEs. Journal of International Entrepreneurship, 2017, 15, 36-54.	1.8	25

#	ARTICLE	IF	CITATIONS
19	A kaleidoscope of business network dynamics: Rotating process theories to reveal network microfoundations. <i>Industrial Marketing Management</i> , 2020, 91, 657-670.	3.7	23
20	Market Orientation for the Public Sector Providing Expert Services for SMEs. <i>International Small Business Journal</i> , 1998, 16, 69-83.	2.9	20
21	Capitalising on knowledge from big-science centres for internationalisation. <i>International Marketing Review</i> , 2019, 36, 108-130.	2.2	15
22	From temporary support to systematic resource development: expert services from an SME perspective. <i>Journal of Small Business and Enterprise Development</i> , 2004, 11, 233-243.	1.6	14
23	Qualitative research methods in international entrepreneurship: Introduction to the special issue. <i>Journal of International Entrepreneurship</i> , 2007, 4, 133-136.	1.8	14
24	The interplay of entrepreneurial and non-entrepreneurial internationalization: an illustrative case of an Italian SME. <i>International Entrepreneurship and Management Journal</i> , 2022, 18, 295-325.	2.9	14
25	Network management the key to the successful rapid internationalisation of the small software firm?. <i>International Journal of Entrepreneurship and Innovation Management</i> , 2006, 6, 554.	0.1	12
26	Dialogue as a source of positive emotions during cross-border post-acquisition socio-cultural integration. <i>Cross Cultural and Strategic Management</i> , 2018, 25, 183-208.	1.0	12
27	Managing cultural specificity and cultural embeddedness when internationalizing: Cultural strategies of Japanese craft firms. <i>Journal of International Business Studies</i> , 2021, 52, 245-281.	4.6	12
28	Business model innovation for resilient international growth. <i>Small Enterprise Research: the Journal of SEAAANZ</i> , 2022, 29, 205-226.	1.1	12
29	Finding Positivity During a Major Organizational Change: In Search of Triggers of Employees' Positive Perceptions and Feelings. <i>Research on Emotion in Organizations</i> , 2017, , 3-16.	0.1	9
30	Chapter 1: A Global Mindset – Still a Prerequisite for Successful SME Internationalisation?. <i>International Business and Management</i> , 2018, , 7-24.	0.1	7
31	First the Sugar, Then the Eggs . . . Or the Other Way Round? Mixing Methods in International Business Research. , 2004, , .		5
32	What Makes Export Co-Operation Tick? Analysing the Role of Commitment in Finnish Export Circles. <i>Journal of Euromarketing</i> , 2007, 16, 23-35.	0.0	3
33	Analysing Culture in a Cross-Border Acquisition: An Indian-Finnish Deal in Focus. , 2012, , 191-223.		2
34	Forging the Link between Business Model and Value Chain Constructs in the Context of an Internationalizing Entrepreneurial Firm – A Case Study. , 2011, , 163-176.		2
35	Three Case Studies from Finland. , 2004, , .		2
36	Why do some international new ventures become global start-ups? An exploratory study of the Finnish ICT industry. <i>Progress in International Business Research</i> , 2009, , 21-40.	0.3	1

#	ARTICLE	IF	CITATIONS
37	Value Chain Management Capability in International SMEs. , 2017, , 171-193.		1
38	The Challenge of Accelerated International Growth: A Focus on Winners and Losers in the Finnish Software Sector. , 2009, , 126-147.		1
39	Value Creation in the Internationalization of SMEs. , 2017, , 1-15.		0
40	A New Research Agenda for Managing Socio-Cultural Integration. , 2018, , 1-16.		0
41	Managing cultural embeddedness in internationalizing craft-based firms: Three cultural strategies. Proceedings - Academy of Management, 2018, 2018, 13431.	0.0	0
42	Finding Positivity in a Merger of Equals. , 2020, , 19-50.		0
43	Value Generation Through Public Procurement of Innovative Earth Observation Applications: Service-Dominant Logic Perspective. New Space, 0, , .	0.4	0