

# Risto Rajala

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4195626/publications.pdf>

Version: 2024-02-01

73  
papers

2,522  
citations

201385

27  
h-index

205818

48  
g-index

76  
all docs

76  
docs citations

76  
times ranked

2229  
citing authors

#	ARTICLE	IF	CITATIONS
1	Service Innovation Myopia? A New Recipe for Client-Provider Value Creation. <i>California Management Review</i> , 2008, 50, 31-48.	3.4	263
2	Social capital in the growth of science-and-technology-based SMEs. <i>Industrial Marketing Management</i> , 2008, 37, 513-522.	3.7	138
3	Why people use online social media brand communities. <i>Online Information Review</i> , 2018, 42, 205-221.	2.2	111
4	Managing inter-organizational networks for value creation in the front-end of projects. <i>International Journal of Project Management</i> , 2016, 34, 1226-1241.	2.7	109
5	Value-based selling: An organizational capability perspective. <i>Industrial Marketing Management</i> , 2015, 45, 101-112.	3.7	104
6	Organizational and institutional barriers to value-based pricing in industrial relationships. <i>Industrial Marketing Management</i> , 2015, 47, 53-64.	3.7	94
7	Learning and innovation in inter-organizational network collaboration. <i>Journal of Business and Industrial Marketing</i> , 2010, 25, 435-442.	1.8	86
8	Strategies for Integrating Stakeholders into Sustainability Innovation: A Configurational Perspective. <i>Journal of Product Innovation Management</i> , 2019, 36, 331-355.	5.2	79
9	Why do young people tag photos on social networking sites? Explaining user intentions. <i>International Journal of Information Management</i> , 2018, 38, 117-127.	10.5	77
10	Aligning the Mindset and Capabilities within a Business Network for Successful Adoption of Smart Services. <i>Journal of Product Innovation Management</i> , 2018, 35, 763-779.	5.2	70
11	Information sharing for sales and operations planning: Contextualized solutions and mechanisms. <i>Journal of Operations Management</i> , 2017, 52, 15-29.	3.3	69
12	Flow in context: Development and validation of the flow experience instrument for social networking. <i>Computers in Human Behavior</i> , 2016, 59, 358-367.	5.1	68
13	Does a contextualized theory of planned behavior explain why teenagers stay in virtual worlds?. <i>International Journal of Information Management</i> , 2014, 34, 567-576.	10.5	61
14	Strategic flexibility in open innovation – designing business models for open source software. <i>European Journal of Marketing</i> , 2012, 46, 1368-1388.	1.7	59
15	Environmental sustainability in industrial manufacturing: re-examining the greening of Interface's business model. <i>Journal of Cleaner Production</i> , 2016, 115, 52-61.	4.6	59
16	Green Innovation Games: Value-Creation Strategies for Corporate Sustainability. <i>California Management Review</i> , 2014, 57, 88-116.	3.4	55
17	Stakeholder management in complex product systems: Practices and rationales for engagement and disengagement. <i>Industrial Marketing Management</i> , 2019, 79, 58-70.	3.7	55
18	Business Models – A New Perspective on Firms' Assets and Capabilities. <i>International Journal of Entrepreneurship and Innovation</i> , 2007, 8, 115-125.	1.4	53

#	ARTICLE	IF	CITATIONS
19	Continued Use of Mobile Instant Messaging Apps: A New Perspective on Theories of Consumption, Flow, and Planned Behavior. <i>Social Science Computer Review</i> , 2020, 38, 147-169.	2.6	53
20	How Do Intelligent Goods Shape Closed-Loop Systems?. <i>California Management Review</i> , 2018, 60, 20-44.	3.4	51
21	Barriers to implementing value-based pricing in industrial markets: A micro-foundations perspective. <i>Journal of Business Research</i> , 2017, 76, 237-246.	5.8	43
22	Integrating CSR with Business Strategy: A Tension Management Perspective. <i>Journal of Business Ethics</i> , 2021, 174, 507-527.	3.7	41
23	Understanding online regret experience using the theoretical lens of flow experience. <i>Computers in Human Behavior</i> , 2016, 57, 230-239.	5.1	40
24	Assessing flow experience in social networking site based brand communities. <i>Computers in Human Behavior</i> , 2016, 64, 217-225.	5.1	37
25	Harnessing user innovation for social media marketing: Case study of a crowdsourced hamburger. <i>International Journal of Information Management</i> , 2018, 43, 319-327.	10.5	37
26	From the profit of one toward benefitting many – Crafting a vision of shared value creation. <i>Journal of Cleaner Production</i> , 2017, 162, S83-S93.	4.6	30
27	Exploring Multi-Actor Value Creation in IT Service Processes. <i>Journal of Information Technology</i> , 2014, 29, 170-185.	2.5	29
28	Leveraging the benefits of modularity in the provision of integrated solutions: A strategic learning perspective. <i>Industrial Marketing Management</i> , 2018, 68, 13-24.	3.7	29
29	Complexity in Product-Service Systems: Review and Framework. <i>Procedia CIRP</i> , 2018, 73, 3-8.	1.0	28
30	Engaging a product-focused sales force in solution selling: interplay of individual- and organizational-level conditions. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 139-163.	7.2	28
31	Capability perspective of business model innovation: analysis in the software industry. <i>International Journal of Business Innovation and Research</i> , 2008, 2, 71.	0.1	23
32	SME business models in global competition: a network perspective. <i>International Journal of Globalisation and Small Business</i> , 2008, 2, 342.	0.1	22
33	Antecedents of salespeople's reluctance to sell radically new products. <i>Industrial Marketing Management</i> , 2010, 39, 308-316.	3.7	22
34	Rationale for "Liking" on Social Networking Sites. <i>Social Science Computer Review</i> , 2019, 37, 529-550.	2.6	20
35	Information system users'™ creativity. <i>Information Technology and People</i> , 2017, 30, 81-116.	1.9	19
36	Assessing Customer-Perceived Value in Industrial Service Systems. <i>Service Science</i> , 2015, 7, 210-226.	0.9	17

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37	Knowledge-intensive service activities in software business. <i>International Journal of Technology Management</i> , 2008, 41, 273.	0.2	15
38	A transition from goods-dominant to service-dominant exchange logic in a B2B relationship: A relationship positioning perspective. <i>Industrial Marketing Management</i> , 2019, 81, 65-77.	3.7	15
39	A business model perspective on knowledge-intensive services in the software industry. <i>International Journal of Technoentrepreneurship</i> , 2007, 1, 1.	0.2	13
40	Antecedents to Consumers' Acceptance of Mobile Advertisements - A Hierarchical Construct PLS Structural Equation Model. , 2010, , .		13
41	The evolution of facility management business models in supplier-client relationships. <i>Journal of Facilities Management</i> , 2018, 16, 38-53.	1.0	13
42	Approaches to strategic alignment of business and information systems. <i>Journal of Systems and Information Technology</i> , 2007, 9, 155-166.	0.8	12
43	Attitudinal and Behavioral Loyalty Toward Virtual Goods. <i>Journal of Computer Information Systems</i> , 2021, 61, 118-129.	2.0	12
44	Revenue Logics of Mobile Entertainment Software – Observations from Companies Producing Mobile Games. <i>Journal of Theoretical and Applied Electronic Commerce Research</i> , 2007, 2, 34-47.	3.1	12
45	Revenue Models in the Open Source Software Business. , 2007, , 541-554.		9
46	Introduction to the Special Issue on Multiactor Value Creation in Service Innovation: Collaborative Value Creation in Service. <i>Service Science</i> , 2016, 8, iii-viii.	0.9	8
47	Networks, business models, and competitiveness in small Finnish firms. <i>International Journal of Business and Globalisation</i> , 2017, 18, 9.	0.1	7
48	The Effects of Service Orientation, Technology Orientation and Open Innovation on the Performance of Software-intensive Service Businesses. , 2012, , .		6
49	Software Vendor's Business Model Dynamics Case. <i>Cases on Information Technology Series</i> , 2003, , 538-549.	0.0	6
50	The Influence of Content and Trust on Consumers' Intention to Accept Mobile Advertisements. <i>International Journal of E-Services and Mobile Applications</i> , 2009, 1, 1-15.	0.6	5
51	Do relationships facilitate growth in small technology firms?. <i>International Journal of Technoentrepreneurship</i> , 2017, 3, 228.	0.2	3
52	Funders and founders: partners in good times and in bad?. <i>International Journal of Globalisation and Small Business</i> , 2016, 8, 269.	0.1	2
53	Revisiting the unholy alliance of health-care operations: payor–provider integration of occupational health services. <i>International Journal of Operations and Production Management</i> , 2020, 40, 357-387.	3.5	2
54	The Effects of Competence-Based, Expressive and Collaborative Service Performance on the B2B Service Relationship. <i>Technology Innovation Management Review</i> , 2021, 11, 17-31.	1.0	2

#	ARTICLE	IF	CITATIONS
55	Do relationships facilitate growth in small technology firms?. International Journal of Technoentrepreneurship, 2017, 3, 228.	0.2	1
56	Game-based learning in an Industrial Service Operations Management Course. , 0, , .		1
57	Reinforcing the capability perspective of value-based selling: A response to the commentary by Jaakkola, Frsn and Tikkanen on the paper "Value-based selling: An organizational capability perspective." Industrial Marketing Management, 2015, 45, 115-116.	3.7	0
58	Channel Choices and Revenue Logistics of Software Companies Developing Mobile Games. , 2005, , 220-234.		0
59	Software Vendor's Business Model Dynamics Case. Cases on Information Technology Series, 2006, , 310-321.	0.0	0
60	Channel Choices and Revenue Logistics of Software Companies Developing Mobile Games. , 2008, , 1841-1851.		0
61	Revenue Models in the Open Source Software Business. , 2009, , 2599-2613.		0
62	Channel Choices and Revenue Logics of Software Companies Developing Mobile Games. , 2009, , 2463-2474.		0
63	FLOSS-Induced Changes in the Software Business: Insights from the Pioneers. Lecture Notes in Business Information Processing, 2010, , 199-204.	0.8	0
64	Reframing Organizations as Service-Based: A Cognitive Perspective to Hybrid Organizations. Proceedings - Academy of Management, 2015, 2015, 18841.	0.0	0
65	Value-Based Exchange and Firm Boundary Decisions. Proceedings - Academy of Management, 2016, 2016, 15709.	0.0	0
66	Networks, business models, and competitiveness in small Finnish firms. International Journal of Business and Globalisation, 2017, 18, 9.	0.1	0
67	Exploring the Interplay of Mindset and Abilities at Multiple Organizational Interfaces. Proceedings - Academy of Management, 2017, 2017, 16710.	0.0	0
68	How can the integration of a payer and a provider create value in health care?. Proceedings - Academy of Management, 2018, 2018, 14075.	0.0	0
69	Understanding the aspirations of Finnish entrepreneurs and venture capitalists: their effects on international operations and growth. International Journal of Entrepreneurship and Small Business, 2019, 37, 190.	0.2	0
70	When the Time Never Comes: Temporality and Legitimacy in a Nascent Field. Proceedings - Academy of Management, 2019, 2019, 19227.	0.0	0
71	The Influence of Content and Trust on Consumers'™ Intention to Accept Mobile Advertisements. , 0, , 836-850.		0
72	The Influence of Content and Trust on Consumers'™ Intention to Accept Mobile Advertisements. , 0, , 185-199.		0

#	ARTICLE	IF	CITATIONS
73	Seeking 'Strategy' in Business Intelligence Literature: Theorizing BI as part of strategy research. Technology Innovation Management Review, 2020, 10, 27-37.	1.0	0