

# Henrikki Tikkanen

## List of Publications by Year in descending order

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Version: 2024-02-01

75  
papers

2,788  
citations

172207

29  
h-index

189595

50  
g-index

77  
all docs

77  
docs citations

77  
times ranked

1877  
citing authors

#	ARTICLE	IF	CITATIONS
1	Managerial cognition, action and the business model of the firm. <i>Management Decision</i> , 2005, 43, 789-809.	2.2	272
2	Business model innovation vs replication: financial performance implications of strategic emphases. <i>Journal of Strategic Marketing</i> , 2010, 18, 39-56.	3.7	193
3	Corporate Business Model Transformation and Inter-Organizational Cognition: The Case of Nokia. <i>Long Range Planning</i> , 2013, 46, 459-474.	2.9	172
4	What Counts versus what can be Counted: The Complex Interplay of Market Orientation and Marketing Performance Measurement. <i>Journal of Marketing</i> , 2016, 80, 60-78.	7.0	146
5	Strategic management of business model transformation: lessons from Nokia. <i>Management Decision</i> , 2011, 49, 622-647.	2.2	138
6	Competitive dynamics, strategic consistency, and organizational survival. <i>Strategic Management Journal</i> , 2009, 30, 45-60.	4.7	93
7	Knowledge creation and business format franchising. <i>Management Decision</i> , 2010, 48, 179-188.	2.2	89
8	Exploring virtual worlds: success factors in virtual world marketing. <i>Management Decision</i> , 2009, 47, 1357-1381.	2.2	87
9	The role of communication in business relationships and networks. <i>Management Decision</i> , 2000, 38, 403-409.	2.2	83
10	Market orientation, innovation capability and business performance. <i>Baltic Journal of Management</i> , 2014, 9, 134-152.	1.2	76
11	Relationships and project marketing success. <i>Journal of Business and Industrial Marketing</i> , 2002, 17, 389-406.	1.8	69
12	International project marketing: an introduction to the INPM approach. <i>International Journal of Project Management</i> , 2003, 21, 503-510.	2.7	67
13	The marketing strategy of a project-based firm: The Four Portfolios Framework. <i>Industrial Marketing Management</i> , 2007, 36, 194-205.	3.7	67
14	The Concept Of Satisfaction in Industrial Markets. <i>Industrial Marketing Management</i> , 2000, 29, 373-386.	3.7	57
15	Sponsorship as relationships and networks: implications for research. <i>Corporate Communications</i> , 2000, 5, 12-19.	1.1	54
16	Customer relationships and the small software firm. <i>Information and Management</i> , 2000, 37, 153-159.	3.6	53
17	The network approach in analyzing international marketing and purchasing operations: a case study of a European SME's focal net 1992-1995. <i>Journal of Business and Industrial Marketing</i> , 1998, 13, 109-131.	1.8	50
18	Creating novel consumer value vs. capturing value: Strategic emphases and financial performance implications. <i>Journal of Business Research</i> , 2013, 66, 593-602.	5.8	49

#	ARTICLE	IF	CITATIONS
19	Struggles in organizational attempts to adopt new branding logics: the case of a marketizing university. <i>Consumption Markets and Culture</i> , 2014, 17, 522-552.	1.3	47
20	Marketing mix and customer equity of SPA brands: Cross-cultural perspectives. <i>Journal of Business Research</i> , 2014, 67, 2155-2163.	5.8	45
21	Individuals' Affect-Based Motivations to Invest in Stocks: Beyond Expected Financial Returns and Risks. <i>Journal of Behavioral Finance</i> , 2011, 12, 78-89.	0.8	43
22	Changing sources of competitive advantage: cognition and path dependence in the Finnish retail industry 1945-1995. <i>Industrial and Corporate Change</i> , 2006, 15, 811-846.	1.7	42
23	Incentive Asymmetries in the Mergers and Acquisitions Process. <i>Journal of Management Studies</i> , 2007, 44, 759-787.	6.0	40
24	Dominant metaphors in the IMP network discourse: "the network as a marriage" and "the network as a business system". <i>International Business Review</i> , 2001, 10, 91-107.	2.6	37
25	Consumers' stock preferences beyond expected financial returns. <i>International Journal of Bank Marketing</i> , 2010, 28, 193-221.	3.6	36
26	Significance of corporate brand for business-to-business companies. <i>The Marketing Review</i> , 2008, 8, 43-60.	0.1	35
27	Marketing performance assessment systems and the business context. <i>European Journal of Marketing</i> , 2013, 47, 715-737.	1.7	35
28	Customer Relationship Strategies and the Smoothing of Industry-Specific Business Cycles. <i>Industrial Marketing Management</i> , 2001, 30, 487-497.	3.7	34
29	Exploration and exploitation across three resource classes. <i>European Journal of Marketing</i> , 2011, 45, 596-630.	1.7	34
30	The Role of Company Affect in Stock Investments: Towards Blind, Undemanding, Noncomparative and Committed Love. <i>Journal of Behavioral Finance</i> , 2010, 11, 103-113.	0.8	31
31	Interactions of Individuals' Company-Related Attitudes and Their Buying of Companies' Stocks and Products. <i>Journal of Behavioral Finance</i> , 2008, 9, 85-94.	0.8	30
32	Explaining corporate short-termism: self-reinforcing processes and biases among investors, the media and corporate managers. <i>Socio-Economic Review</i> , 2014, 12, 667-693.	2.0	29
33	Time delays, competitive interdependence, and firm performance. <i>Strategic Management Journal</i> , 2017, 38, 506-525.	4.7	29
34	Corporate marketing in the stock market. <i>European Journal of Marketing</i> , 2011, 45, 1446-1469.	1.7	27
35	Effective forms of market orientation across the business cycle: A longitudinal analysis of business-to-business firms. <i>Industrial Marketing Management</i> , 2016, 52, 91-99.	3.7	25
36	Customer satisfaction in industrial markets: opening up the concept. <i>Journal of Business and Industrial Marketing</i> , 2002, 17, 25-42.	1.8	23

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37	Social and cultural capital in project marketing service firms: Danish architectural firms on the German market. <i>Scandinavian Journal of Management</i> , 2002, 18, 589-609.	1.0	23
38	Big splash, no waves? Cognitive mechanisms driving incumbent firms'™ responses to low-price market entry strategies. <i>Strategic Management Journal</i> , 2018, 39, 1388-1410.	4.7	23
39	The curse of agility: The Nokia Corporation and the loss of market dominance in mobile phones, 2003-2013. <i>Business History</i> , 2021, 63, 574-605.	0.6	22
40	The Dilemma of Service Productivity and Service Innovation. <i>Journal of Service Research</i> , 2018, 21, 249-262.	7.8	21
41	Mapping the absence: a theological critique of posthumanist influences in marketing and consumer research. <i>Journal of Marketing Management</i> , 2020, 36, 1391-1416.	1.2	20
42	Adoption of corporate branding by managers: Case of a Nordic business-to-business company. <i>Journal of Brand Management</i> , 2008, 16, 80-91.	2.0	19
43	The international marketing of professional service projects: to what extent does territoriality matter?. <i>Journal of Services Marketing</i> , 2003, 17, 83-97.	1.7	17
44	Institutional evolution of business schools in Finland 1909-2009. <i>Management and Organizational History</i> , 2012, 7, 337-367.	0.7	16
45	Is more capability always beneficial for firm performance? Market orientation, core business process capabilities and business environment. <i>Journal of Marketing Management</i> , 2016, 32, 1359-1385.	1.2	14
46	Seduced by "fakes": Producing the excessive interplay of authentic/counterfeit from a Baudrillardian perspective. <i>Marketing Theory</i> , 2020, 20, 23-43.	1.7	12
47	Is this company a lead customer? Estimating stages of B2B buying journey. <i>Industrial Marketing Management</i> , 2021, 97, 126-133.	3.7	12
48	Paradox and market renewal. <i>Marketing Intelligence and Planning</i> , 2018, 36, 750-763.	2.1	11
49	Using Live Cases for Teaching, Industry Collaboration, and Research. <i>Marketing Education Review</i> , 2013, 23, 65-72.	0.8	10
50	Influence of share ownership on repeat patronage. <i>Journal of Customer Behavior</i> , 2008, 7, 149-163.	0.0	9
51	The interrelationship of stock ownership and customer relationship volume: Case of a Nordic retail bank. <i>Journal of Financial Services Marketing</i> , 2009, 14, 203-217.	2.2	9
52	Development and impact of strategic marketing - a longitudinal study in a Nordic country from 2008 to 2014. <i>European Journal of Marketing</i> , 2016, 50, 2269-2294.	1.7	9
53	Various forms of value-based selling capability - Commentary on "Value-Based Selling: An Organizational Capability Perspective". <i>Industrial Marketing Management</i> , 2015, 45, 113-114.	3.7	8
54	"Favoritism is the secret of efficiency!"™ Admiral Sir John Fisher as the First Sea Lord, 1904-1910. <i>Management and Organizational History</i> , 2016, 11, 253-275.	0.7	8

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55	Online content match-making in B2B markets: Application of neural content modeling. <i>Industrial Marketing Management</i> , 2021, 93, 32-40.	3.7	8
56	Cyclicality in the Finnish and Swedish sawmill industry, 1970â€“2000. <i>Scandinavian Economic History Review</i> , 2005, 53, 66-90.	0.5	7
57	Planned and spontaneous orders in the emerging network society. <i>Journal of Business and Industrial Marketing</i> , 2006, 21, 38-49.	1.8	7
58	Generative mechanisms in project marketing â€“ an agenda for inquiry. <i>Journal of Global Scholars of Marketing Science</i> , 2013, 23, 196-212.	1.4	6
59	â€œManagerial storytellingâ€ how we produce managerial and academic stories in qualitative B2B case study research. <i>Journal of Global Scholars of Marketing Science</i> , 2014, 24, 295-310.	1.4	6
60	Why do public policy-makers ignore marketing and consumer research? A case study of policy-making for alcohol advertising. <i>Consumption Markets and Culture</i> , 2017, 20, 12-34.	1.3	5
61	Leader personality, managerial attention, and disruptive technologies: the adoption of the battlecruiser concept in the Royal Navy, 1904â€“1918. <i>Management and Organizational History</i> , 2017, 12, 47-75.	0.7	3
62	Barriers to Innovation Diffusion in Industrial Networks: A Systematic Combining Approach. <i>Advances in Business Marketing and Purchasing</i> , 2014, , 61-76.	0.3	1
63	Collaborative resources in innovation and global competition: Profitability implications. , 2008, , .		0
64	Relationalism as a Marketing Strategy: An Empirical Study Among Finnish Business-to-Business Marketing Firms. <i>Journal of Euromarketing</i> , 2008, 17, 49-68.	0.0	0
65	Towards a behavioral theory of competitive interactions: a system dynamics approach. <i>Proceedings - Academy of Management</i> , 2012, 2012, 11448.	0.0	0
66	Behavioral Cycles Leading to the Divestment of Previous Core Businesses. <i>Proceedings - Academy of Management</i> , 2015, 2015, 18106.	0.0	0
67	The Promotion of David Beatty to Rear-Admiral. <i>Mariner's Mirror</i> , 2018, 104, 348-351.	0.0	0
68	The effect of environmental feedback mechanisms on competitive activity in emerging industries. <i>Proceedings - Academy of Management</i> , 2013, 2013, 11401.	0.0	0
69	Evolution of NPD During Industry Life-Cycles â€“ A Longitudinal Study from the Telecom Industry. <i>Proceedings - Academy of Management</i> , 2013, 2013, 15803.	0.0	0
70	The Impact of Top Management Team Gender Diversity in Firm Competitive Aggressiveness. <i>Proceedings - Academy of Management</i> , 2014, 2014, 16189.	0.0	0
71	"Favoritism is the Secret of Efficiency!" Admiral John Fisherâ€™s Naval Revolution 1904-1911. <i>Proceedings - Academy of Management</i> , 2015, 2015, 13083.	0.0	0
72	Upper Echelons Perspective on Search and Competitive Behavior. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16839.	0.0	0

#	ARTICLE	IF	CITATIONS
73	"King for a day, fool for a lifetime: How organizations overshoot their innovation capability". Proceedings - Academy of Management, 2016, 2016, 16875.	0.0	0
74	"Overshooting Opportunities: CEO Self-Regulation, Competitive Behavior and Firm Performance". Proceedings - Academy of Management, 2016, 2016, 15408.	0.0	0
75	"Big Splash, No Waves? Incumbent Firms' Responses to Different Low-Price Market Entry Strategies". Proceedings - Academy of Management, 2016, 2016, 12860.	0.0	0