

# Henrikki Tikkanen

## List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

74  
papers

2,166  
citations

27  
h-index

45  
g-index

77  
ext. papers

2,450  
ext. citations

3.3  
avg, IF

5.14  
L-index

#	Paper	IF	Citations
74	The curse of agility: The Nokia Corporation and the loss of market dominance in mobile phones, 2003-2013. <i>Business History</i> , <b>2021</b> , 63, 574-605	0.4	11
73	Online content match-making in B2B markets: Application of neural content modeling. <i>Industrial Marketing Management</i> , <b>2021</b> , 93, 32-40	6.9	3
72	Is this company a lead customer? Estimating stages of B2B buying journey. <i>Industrial Marketing Management</i> , <b>2021</b> , 97, 126-133	6.9	3
71	Mapping the absence: a theological critique of posthumanist influences in marketing and consumer research. <i>Journal of Marketing Management</i> , <b>2020</b> , 36, 1391-1416	3.2	13
70	Seduced by fakes—Producing the excessive interplay of authentic/counterfeit from a Baudrillardian perspective. <i>Marketing Theory</i> , <b>2020</b> , 20, 23-43	2.5	7
69	Big splash, no waves? Cognitive mechanisms driving incumbent firms' responses to low-price market entry strategies. <i>Strategic Management Journal</i> , <b>2018</b> , 39, 1388-1410	5.2	15
68	Paradox and market renewal. <i>Marketing Intelligence and Planning</i> , <b>2018</b> , 36, 750-763	3.2	7
67	The Dilemma of Service Productivity and Service Innovation: An Empirical Exploration in Financial Services. <i>Journal of Service Research</i> , <b>2018</b> , 21, 249-262	6	10
66	The Promotion of David Beatty to Rear-Admiral. <i>Mariners Mirror</i> , <b>2018</b> , 104, 348-351	0	
65	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> , <b>2017</b> , 20, 12-34	1.7	3
64	Time delays, competitive interdependence, and firm performance. <i>Strategic Management Journal</i> , <b>2017</b> , 38, 506-525	5.2	18
63	Leader personality, managerial attention, and disruptive technologies: the adoption of the battlecruiser concept in the Royal Navy, 1904-1918. <i>Management and Organizational History</i> , <b>2017</b> , 12, 47-75	0.6	3
62	Development and impact of strategic marketing in a longitudinal study in a Nordic country from 2008 to 2014. <i>European Journal of Marketing</i> , <b>2016</b> , 50, 2269-2294	4.4	6
61	Is more capability always beneficial for firm performance? Market orientation, core business process capabilities and business environment. <i>Journal of Marketing Management</i> , <b>2016</b> , 32, 1359-1385	3.2	8
60	Effective forms of market orientation across the business cycle: A longitudinal analysis of business-to-business firms. <i>Industrial Marketing Management</i> , <b>2016</b> , 52, 91-99	6.9	19
59	What Counts versus what can be Counted: The Complex Interplay of Market Orientation and Marketing Performance Measurement. <i>Journal of Marketing</i> , <b>2016</b> , 80, 60-78	11	108
58	"King for a day, fool for a lifetime: How organizations overshoot their innovation capability". <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 16875	0.1	

57	"Overshooting Opportunities: CEO Self-Regulation, Competitive Behavior and Firm Performance". <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 15408	0.1	
56	"Big Splash, No Waves? Incumbent Firms' Responses to Different Low-Price Market Entry Strategies". <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 12860	0.1	
55	"Favoritism is the secret of efficiency!" Admiral Sir John Fisher as the First Sea Lord, 1904-1910. <i>Management and Organizational History</i> , <b>2016</b> , 11, 253-275	0.6	6
54	Various forms of value-based selling capability [Commentary on "Value-Based Selling: An Organizational Capability Perspective"] <i>Industrial Marketing Management</i> , <b>2015</b> , 45, 113-114	6.9	4
53	Behavioral Cycles Leading to the Divestment of Previous Core Businesses. <i>Proceedings - Academy of Management</i> , <b>2015</b> , 2015, 18106	0.1	
52	"Favoritism is the Secret of Efficiency!" Admiral John Fisher's Naval Revolution 1904-1911. <i>Proceedings - Academy of Management</i> , <b>2015</b> , 2015, 13083	0.1	
51	Upper Echelons Perspective on Search and Competitive Behavior. <i>Proceedings - Academy of Management</i> , <b>2015</b> , 2015, 16839	0.1	
50	Explaining corporate short-termism: self-reinforcing processes and biases among investors, the media and corporate managers. <i>Socio-Economic Review</i> , <b>2014</b> , 12, 667-693	2.1	26
49	Managerial storytelling—how we produce managerial and academic stories in qualitative B2B case study research. <i>Journal of Global Scholars of Marketing Science</i> , <b>2014</b> , 24, 295-310	2.3	5
48	Marketing mix and customer equity of SPA brands: Cross-cultural perspectives. <i>Journal of Business Research</i> , <b>2014</b> , 67, 2155-2163	8.7	35
47	Barriers to Innovation Diffusion in Industrial Networks: A Systematic Combining Approach. <i>Advances in Business Marketing and Purchasing</i> , <b>2014</b> , 61-76	0.1	0
46	Struggles in organizational attempts to adopt new branding logics: the case of a marketizing university. <i>Consumption Markets and Culture</i> , <b>2014</b> , 17, 522-552	1.7	41
45	Market orientation, innovation capability and business performance. <i>Baltic Journal of Management</i> , <b>2014</b> , 9, 134-152	2	49
44	The Impact of Top Management Team Gender Diversity in Firm Competitive Aggressiveness. <i>Proceedings - Academy of Management</i> , <b>2014</b> , 2014, 16189	0.1	
43	Corporate Business Model Transformation and Inter-Organizational Cognition: The Case of Nokia. <i>Long Range Planning</i> , <b>2013</b> , 46, 459-474	5.7	123
42	Marketing performance assessment systems and the business context. <i>European Journal of Marketing</i> , <b>2013</b> , 47, 715-737	4.4	27
41	Creating novel consumer value vs. capturing value: Strategic emphases and financial performance implications. <i>Journal of Business Research</i> , <b>2013</b> , 66, 593-602	8.7	35
40	Using Live Cases for Teaching, Industry Collaboration, and Research. <i>Marketing Education Review</i> , <b>2013</b> , 23, 65-72	0.8	8

39	Generative mechanisms in project marketing – An agenda for inquiry. <i>Journal of Global Scholars of Marketing Science</i> , <b>2013</b> , 23, 196-212	2.3	5
38	The effect of environmental feedback mechanisms on competitive activity in emerging industries. <i>Proceedings - Academy of Management</i> , <b>2013</b> , 2013, 11401	0.1	
37	Evolution of NPD During Industry Life-Cycles – A Longitudinal Study from the Telecom Industry. <i>Proceedings - Academy of Management</i> , <b>2013</b> , 2013, 15803	0.1	
36	Institutional evolution of business schools in Finland 1909–2009. <i>Management and Organizational History</i> , <b>2012</b> , 7, 337-367	0.6	12
35	Towards a behavioral theory of competitive interactions: a system dynamics approach. <i>Proceedings - Academy of Management</i> , <b>2012</b> , 2012, 11448	0.1	
34	Strategic management of business model transformation: lessons from Nokia. <i>Management Decision</i> , <b>2011</b> , 49, 622-647	4.4	114
33	Corporate marketing in the stock market. <i>European Journal of Marketing</i> , <b>2011</b> , 45, 1446-1469	4.4	21
32	Individuals' Affect-Based Motivations to Invest in Stocks: Beyond Expected Financial Returns and Risks. <i>Journal of Behavioral Finance</i> , <b>2011</b> , 12, 78-89	1.9	27
31	Exploration and exploitation across three resource classes. <i>European Journal of Marketing</i> , <b>2011</b> , 45, 596-630	4.4	29
30	The Role of Company Affect in Stock Investments: Towards Blind, Undemanding, Noncomparative and Committed Love. <i>Journal of Behavioral Finance</i> , <b>2010</b> , 11, 103-113	1.9	30
29	Consumers' stock preferences beyond expected financial returns. <i>International Journal of Bank Marketing</i> , <b>2010</b> , 28, 193-221	4	26
28	Knowledge creation and business format franchising. <i>Management Decision</i> , <b>2010</b> , 48, 179-188	4.4	71
27	Business model innovation vs replication: financial performance implications of strategic emphases. <i>Journal of Strategic Marketing</i> , <b>2010</b> , 18, 39-56	2.7	149
26	Exploring virtual worlds: success factors in virtual world marketing. <i>Management Decision</i> , <b>2009</b> , 47, 1357-1381	4.4	169
25	Competitive dynamics, strategic consistency, and organizational survival. <i>Strategic Management Journal</i> , <b>2009</b> , 30, 45-60	5.2	72
24	The interrelationship of stock ownership and customer relationship volume: Case of a Nordic retail bank. <i>Journal of Financial Services Marketing</i> , <b>2009</b> , 14, 203-217	2.8	6
23	Interactions of Individuals' Company-Related Attitudes and Their Buying of Companies' Stocks and Products. <i>Journal of Behavioral Finance</i> , <b>2008</b> , 9, 85-94	1.9	23
22	Adoption of corporate branding by managers: Case of a Nordic business-to-business company. <i>Journal of Brand Management</i> , <b>2008</b> , 16, 80-91	3.3	17

21	Relationalism as a Marketing Strategy: An Empirical Study Among Finnish Business-to-Business Marketing Firms. <i>Journal of Euromarketing</i> , <b>2008</b> , 17, 49-68		
20	Significance of corporate brand for business-to-business companies. <i>The Marketing Review</i> , <b>2008</b> , 8, 43-60	3	29
19	Influence of share ownership on repeat patronage. <i>Journal of Customer Behavior</i> , <b>2008</b> , 7, 149-163	2.4	7
18	The marketing strategy of a project-based firm: The Four Portfolios Framework. <i>Industrial Marketing Management</i> , <b>2007</b> , 36, 194-205	6.9	46
17	Incentive Asymmetries in the Mergers and Acquisitions Process*. <i>Journal of Management Studies</i> , <b>2007</b> , 44, 759-787	5.4	35
16	Changing sources of competitive advantage: cognition and path dependence in the Finnish retail industry 1945-1995. <i>Industrial and Corporate Change</i> , <b>2006</b> , 15, 811-846	2.1	33
15	Planned and spontaneous orders in the emerging network society. <i>Journal of Business and Industrial Marketing</i> , <b>2006</b> , 21, 38-49	3	4
14	Cyclicity in the Finnish and Swedish sawmill industry, 1970-2000. <i>Scandinavian Economic History Review</i> , <b>2005</b> , 53, 66-90	0.3	6
13	Managerial cognition, action and the business model of the firm. <i>Management Decision</i> , <b>2005</b> , 43, 789-809	2.4	225
12	The international marketing of professional service projects: to what extent does territoriality matter?. <i>Journal of Services Marketing</i> , <b>2003</b> , 17, 83-97	4	15
11	International project marketing: an introduction to the INPM approach. <i>International Journal of Project Management</i> , <b>2003</b> , 21, 503-510	7.6	59
10	Relationships and project marketing success. <i>Journal of Business and Industrial Marketing</i> , <b>2002</b> , 17, 389-406	3	60
9	Customer satisfaction in industrial markets: opening up the concept. <i>Journal of Business and Industrial Marketing</i> , <b>2002</b> , 17, 25-42	3	21
8	Social and cultural capital in project marketing service firms: Danish architectural firms on the German market. <i>Scandinavian Journal of Management</i> , <b>2002</b> , 18, 589-609	2.3	20
7	Customer Relationship Strategies and the Smoothing of Industry-Specific Business Cycles. <i>Industrial Marketing Management</i> , <b>2001</b> , 30, 487-497	6.9	32
6	Dominant metaphors in the IMP network discourse: The network as a marriage and the network as a business system. <i>International Business Review</i> , <b>2001</b> , 10, 91-107	6.2	27
5	Sponsorship as relationships and networks: implications for research. <i>Corporate Communications</i> , <b>2000</b> , 5, 12-19	1.4	45
4	The Concept Of Satisfaction in Industrial Markets. <i>Industrial Marketing Management</i> , <b>2000</b> , 29, 373-386	6.9	54

- 3 Customer relationships and the small software firm. *Information and Management*, **2000**, 37, 153-159 6.6 40
- 2 The role of communication in business relationships and networks. *Management Decision*, **2000**, 38, 403-409 67
- 1 The network approach in analyzing international marketing and purchasing operations: a case study of a European SME focal net 1992-95. *Journal of Business and Industrial Marketing*, **1998**, 13, 109-131 3 39