

Suvi Nenonen

List of Publications by Citations

Source: <https://exaly.com/author-pdf/5832544/suvi-nenonen-publications-by-citations.pdf>

Version: 2024-04-28

This document has been generated based on the publications and citations recorded by exaly.com. For the latest version of this publication list, visit the link given above.

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

41
papers

1,941
citations

21
h-index

44
g-index

45
ext. papers

2,406
ext. citations

5.3
avg, IF

5.68
L-index

#	Paper	IF	Citations
41	Actor engagement as a microfoundation for value co-creation. <i>Journal of Business Research</i> , 2016 , 69, 3008-3017	8.7	348
40	Managing Co-creation Design: A Strategic Approach to Innovation. <i>British Journal of Management</i> , 2015 , 26, 463-483	5.6	217
39	Business model design: conceptualizing networked value co-creation. <i>International Journal of Quality and Service Sciences</i> , 2010 , 2, 43-59	1.9	157
38	Scripting markets: From value propositions to market propositions. <i>Industrial Marketing Management</i> , 2011 , 40, 255-266	6.9	130
37	Solution business models: Transformation along four continua. <i>Industrial Marketing Management</i> , 2013 , 42, 705-716	6.9	125
36	Capabilities for market-shaping: triggering and facilitating increased value creation. <i>Journal of the Academy of Marketing Science</i> , 2019 , 47, 617-639	12.4	94
35	The changing role of sales: viewing sales as a strategic, cross-functional process. <i>European Journal of Marketing</i> , 2009 , 43, 890-906	4.4	89
34	Markets as configurations. <i>European Journal of Marketing</i> , 2011 , 45, 241-258	4.4	80
33	A new perspective on market dynamics: Market plasticity and the stabilityfluidity dialectics. <i>Marketing Theory</i> , 2014 , 14, 269-289	2.5	71
32	Learning with the market: Facilitating market innovation. <i>Industrial Marketing Management</i> , 2015 , 44, 73-82	6.9	69
31	Designing Business Models for Value Co-Creation. <i>Review of Marketing Research</i> , 2012 , 51-78	0.3	54
30	Customer relationships and the heterogeneity of firm performance. <i>Journal of Business and Industrial Marketing</i> , 2009 , 24, 360-372	3	49
29	Theorizing with managers: how to achieve both academic rigor and practical relevance?. <i>European Journal of Marketing</i> , 2017 , 51, 1130-1152	4.4	45
28	Market futures/future markets: Research directions in the study of markets. <i>Marketing Theory</i> , 2012 , 12, 219-223	2.5	42
27	Shaping service ecosystems: exploring the dark side of agency. <i>Journal of Service Management</i> , 2018 , 29, 521-545	7.4	40
26	Networks, ecosystems, fields, market systems? Making sense of the business environment. <i>Industrial Marketing Management</i> , 2020 , 90, 380-399	6.9	34
25	Collaborating to shape markets: Emergent collective market work. <i>Industrial Marketing Management</i> , 2020 , 85, 240-253	6.9	30

24	Game-changers: dynamic capabilities influence on service ecosystems. <i>Journal of Service Management</i> , 2018 , 29, 569-592	7.4	29
23	Don't adapt, shape! Use the crisis to shape your minimum viable system and the wider market. <i>Industrial Marketing Management</i> , 2020 , 88, 265-271	6.9	28
22	Value propositions as market-shaping devices: A qualitative comparative analysis. <i>Industrial Marketing Management</i> , 2020 , 87, 276-290	6.9	23
21	Competitive Arena Mapping: Market Innovation Using Morphological Analysis in Business Markets. <i>Journal of Business-to-Business Marketing</i> , 2012 , 19, 183-215	2.3	22
20	Is your industrial marketing work working? Developing a composite index of market change. <i>Industrial Marketing Management</i> , 2019 , 80, 251-265	6.9	21
19	The Business Model Canvas in university campus management. <i>Intelligent Buildings International</i> , 2014 , 6, 138-154	1.7	21
18	Emergence and phase transitions in service ecosystems. <i>Journal of Business Research</i> , 2021 , 127, 25-34	8.7	17
17	Crowdfunding networks: Structure, dynamics and critical capabilities. <i>Industrial Marketing Management</i> , 2020 , 88, 449-464	6.9	13
16	Role configurations in the service provision process: empirical insights into co-creation of value. <i>International Journal of Quality and Service Sciences</i> , 2013 , 5, 155-170	1.9	11
15	Viability mechanisms in market systems: prerequisites for market shaping. <i>Journal of Business and Industrial Marketing</i> , 2020 , 35, 1403-1412	3	11
14	Driving shareholder value with customer asset management: Moving beyond customer lifetime value. <i>Industrial Marketing Management</i> , 2016 , 52, 140-150	6.9	9
13	Theorizing with managers to bridge the theory-praxis gap. <i>European Journal of Marketing</i> , 2017 , 51, 1173-1179	4.1	9
12	Management of customer assets for increased value capture in business markets. <i>Management Decision</i> , 2014 , 52, 101-121	4.4	8
11	Institutional work by market-shaping public actors. <i>Journal of Service Theory and Practice</i> , 2020 , 30, 401-435	3	8
10	Smash 2018 ,		8
9	Analyzing Service Processes at the Micro Level: Actors and Practices 2018 , 411-429		5
8	From channel integration to platform integration: Capabilities required in hospitality. <i>Industrial Marketing Management</i> , 2021 , 94, 19-40	6.9	4
7	Emergence in marketing: an institutional and ecosystem framework. <i>Journal of the Academy of Marketing Science</i> , 1	12.4	4

6	Market-shaping: navigating multiple theoretical perspectives. <i>AMS Review</i> , 2021 , 11, 336	3	3
5	Market Innovation: Renewal of Traditional Industrial Networks 2017 , 59-81		3
4	Solution business fitness: measuring and managing across business logics. <i>Journal of Business and Industrial Marketing</i> , 2021 , 36, 1116-1129	3	1
3	Coopetition with platforms: Balancing the interplay of cooperation and competition in hospitality. <i>Tourism Management</i> , 2022 , 88, 104417	10.8	1
2	Forum for markets and marketing as a context for collaborative theorizing. <i>Marketing Theory</i> , 2016 , 16, 257-260	2.5	
1	Managerial levers of market-shaping strategies: An abductive inquiry. <i>Journal of Global Scholars of Marketing Science</i> , 2021 , 31, 337-353	2.3	