

Suvi Nenonen

List of Publications by Year in descending order

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Version: 2024-02-01

41
papers

2,850
citations

279701

23
h-index

289141

40
g-index

45
all docs

45
docs citations

45
times ranked

1596
citing authors

#	ARTICLE	IF	CITATIONS
1	Emergence in marketing: an institutional and ecosystem framework. Journal of the Academy of Marketing Science, 2023, 51, 2-22.	7.2	39
2	Coopetition with platforms: Balancing the interplay of cooperation and competition in hospitality. Tourism Management, 2022, 88, 104417.	5.8	14
3	Challenges in co-creating solution value during utilization phase: Insights from three failed projects. Journal of Business Research, 2022, 150, 1-11.	5.8	2
4	Solution business fitness: measuring and managing across business logics. Journal of Business and Industrial Marketing, 2021, 36, 1116-1129.	1.8	4
5	Editorial: JBR special issue on market shaping and innovation. Journal of Business Research, 2021, 124, 236-239.	5.8	12
6	Managerial levers of market-shaping strategies: An abductive inquiry. Journal of Global Scholars of Marketing Science, 2021, 31, 337-353.	1.4	0
7	From channel integration to platform integration: Capabilities required in hospitality. Industrial Marketing Management, 2021, 94, 19-40.	3.7	13
8	Emergence and phase transitions in service ecosystems. Journal of Business Research, 2021, 127, 25-34.	5.8	38
9	Market-shaping: navigating multiple theoretical perspectives. AMS Review, 2021, 11, 336-353.	1.1	14
10	Crowdfunding networks: Structure, dynamics and critical capabilities. Industrial Marketing Management, 2020, 88, 449-464.	3.7	25
11	Value propositions as market-shaping devices: A qualitative comparative analysis. Industrial Marketing Management, 2020, 87, 276-290.	3.7	40
12	Collaborating to shape markets: Emergent collective market work. Industrial Marketing Management, 2020, 85, 240-253.	3.7	62
13	Networks, ecosystems, fields, market systems? Making sense of the business environment. Industrial Marketing Management, 2020, 90, 380-399.	3.7	95
14	Viability mechanisms in market systems: prerequisites for market shaping. Journal of Business and Industrial Marketing, 2020, 35, 1403-1412.	1.8	20
15	Institutional work by market-shaping public actors. Journal of Service Theory and Practice, 2020, 30, 401-435.	1.9	16
16	Don't adapt, shape! Use the crisis to shape your minimum viable system – And the wider market. Industrial Marketing Management, 2020, 88, 265-271.	3.7	65
17	Is your industrial marketing work working? Developing a composite index of market change. Industrial Marketing Management, 2019, 80, 251-265.	3.7	28
18	Capabilities for market-shaping: triggering and facilitating increased value creation. Journal of the Academy of Marketing Science, 2019, 47, 617-639.	7.2	158

#	ARTICLE	IF	CITATIONS
19	Shaping service ecosystems: exploring the dark side of agency. Journal of Service Management, 2018, 29, 521-545.	4.4	72
20	Game-changers: dynamic capabilitiesâ€™ influence on service ecosystems. Journal of Service Management, 2018, 29, 569-592.	4.4	38
21	Analyzing Service Processes at the Micro Level: Actors and Practices. , 2018, , 411-429.		6
22	Theorizing with managers to bridge the theory-praxis gap. European Journal of Marketing, 2017, 51, 1173-1177.	1.7	17
23	Theorizing with managers: how to achieve both academic rigor and practical relevance?. European Journal of Marketing, 2017, 51, 1130-1152.	1.7	68
24	Actor engagement as a microfoundation for value co-creation. Journal of Business Research, 2016, 69, 3008-3017.	5.8	517
25	Forum for markets and marketing as a context for collaborative theorizing. Marketing Theory, 2016, 16, 257-260.	1.7	0
26	Driving shareholder value with customer asset management: Moving beyond customer lifetime value. Industrial Marketing Management, 2016, 52, 140-150.	3.7	11
27	Managing Co-creation Design: A Strategic Approach to Innovation. British Journal of Management, 2015, 26, 463-483.	3.3	311
28	Learning with the market: Facilitating market innovation. Industrial Marketing Management, 2015, 44, 73-82.	3.7	88
29	The Business Model Canvas in university campus management. Intelligent Buildings International, 2014, 6, 138-154.	1.3	22
30	A new perspective on market dynamics. Marketing Theory, 2014, 14, 269-289.	1.7	96
31	Management of customer assets for increased value capture in business markets. Management Decision, 2014, 52, 101-121.	2.2	11
32	Solution business models: Transformation along four continua. Industrial Marketing Management, 2013, 42, 705-716.	3.7	140
33	Role configurations in the service provision process: empirical insights into co-creation of value. International Journal of Quality and Service Sciences, 2013, 5, 155-170.	1.4	11
34	Market futures/future markets: Research directions in the study of markets. Marketing Theory, 2012, 12, 219-223.	1.7	49
35	Competitive Arena Mapping: Market Innovation Using Morphological Analysis in Business Markets. Journal of Business-to-Business Marketing, 2012, 19, 183-215.	0.8	26
36	Designing Business Models for Value Co-Creation. Review of Marketing Research, 2012, , 51-78.	0.2	66

#	ARTICLE	IF	CITATIONS
37	Scripting markets: From value propositions to market propositions. <i>Industrial Marketing Management</i> , 2011, 40, 255-266.	3.7	162
38	Markets as configurations. <i>European Journal of Marketing</i> , 2011, 45, 241-258.	1.7	97
39	Business model design: conceptualizing networked value co-creation. <i>International Journal of Quality and Service Sciences</i> , 2010, 2, 43-59.	1.4	201
40	Customer relationships and the heterogeneity of firm performance. <i>Journal of Business and Industrial Marketing</i> , 2009, 24, 360-372.	1.8	63
41	The changing role of sales: viewing sales as a strategic, cross-functional process. <i>European Journal of Marketing</i> , 2009, 43, 890-906.	1.7	110