

Suvi Nenonen

List of Publications by Year in descending order

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Version: 2024-02-01

41
papers

2,850
citations

318942

23
h-index

325983

40
g-index

45
all docs

45
docs citations

45
times ranked

1801
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 1 | Emergence in marketing: an institutional and ecosystem framework. <i>Journal of the Academy of Marketing Science</i> , 2023, 51, 2-22. | 7.2 | 39 |
| 2 | Coopetition with platforms: Balancing the interplay of cooperation and competition in hospitality. <i>Tourism Management</i> , 2022, 88, 104417. | 5.8 | 14 |
| 3 | Challenges in co-creating solution value during utilization phase: Insights from three failed projects. <i>Journal of Business Research</i> , 2022, 150, 1-11. | 5.8 | 2 |
| 4 | Solution business fitness: measuring and managing across business logics. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 1116-1129. | 1.8 | 4 |
| 5 | Editorial: JBR special issue on market shaping and innovation. <i>Journal of Business Research</i> , 2021, 124, 236-239. | 5.8 | 12 |
| 6 | Managerial levers of market-shaping strategies: An abductive inquiry. <i>Journal of Global Scholars of Marketing Science</i> , 2021, 31, 337-353. | 1.4 | 0 |
| 7 | From channel integration to platform integration: Capabilities required in hospitality. <i>Industrial Marketing Management</i> , 2021, 94, 19-40. | 3.7 | 13 |
| 8 | Emergence and phase transitions in service ecosystems. <i>Journal of Business Research</i> , 2021, 127, 25-34. | 5.8 | 38 |
| 9 | Market-shaping: navigating multiple theoretical perspectives. <i>AMS Review</i> , 2021, 11, 336-353. | 1.1 | 14 |
| 10 | Crowdfunding networks: Structure, dynamics and critical capabilities. <i>Industrial Marketing Management</i> , 2020, 88, 449-464. | 3.7 | 25 |
| 11 | Value propositions as market-shaping devices: A qualitative comparative analysis. <i>Industrial Marketing Management</i> , 2020, 87, 276-290. | 3.7 | 40 |
| 12 | Collaborating to shape markets: Emergent collective market work. <i>Industrial Marketing Management</i> , 2020, 85, 240-253. | 3.7 | 62 |
| 13 | Networks, ecosystems, fields, market systems? Making sense of the business environment. <i>Industrial Marketing Management</i> , 2020, 90, 380-399. | 3.7 | 95 |
| 14 | Viability mechanisms in market systems: prerequisites for market shaping. <i>Journal of Business and Industrial Marketing</i> , 2020, 35, 1403-1412. | 1.8 | 20 |
| 15 | Institutional work by market-shaping public actors. <i>Journal of Service Theory and Practice</i> , 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. <i>Industrial Marketing Management</i> , 2020, 88, 265-271. | 3.7 | 65 |
| 17 | Is your industrial marketing work working? Developing a composite index of market change. <i>Industrial Marketing Management</i> , 2019, 80, 251-265. | 3.7 | 28 |
| 18 | Capabilities for market-shaping: triggering and facilitating increased value creation. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 617-639. | 7.2 | 158 |

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