

Tuija Mainela

List of Publications by Year in descending order

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Version: 2024-02-01

39
papers

905
citations

516215

16
h-index

476904

29
g-index

43
all docs

43
docs citations

43
times ranked

742
citing authors

#	ARTICLE	IF	CITATIONS
1	The Concept of International Opportunity in International Entrepreneurship: A Review and a Research Agenda. <i>International Journal of Management Reviews</i> , 2014, 16, 105-129.	5.2	206
2	Roles for managing in mobile service development nets. <i>Industrial Marketing Management</i> , 2007, 36, 909-925.	3.7	82
3	Organising new business in a turbulent context: Opportunity discovery and effectuation for IJV development in transition markets. <i>Journal of International Entrepreneurship</i> , 2009, 7, 111-134.	1.8	77
4	Putting critical realism to work in the study of business relationship processes. <i>Industrial Marketing Management</i> , 2012, 41, 300-311.	3.7	50
5	International entrepreneurship beyond individuals and firms: On the systemic nature of international opportunities. <i>Journal of Business Venturing</i> , 2018, 33, 534-550.	4.0	48
6	Retailers' different value perceptions of mobile advertising service. <i>Journal of Service Management</i> , 2007, 18, 368-393.	2.2	47
7	Social networks in the initiation of a high-tech firm's internationalisation. <i>International Journal of Entrepreneurship and Innovation Management</i> , 2006, 6, 526.	0.1	40
8	Types and functions of social relationships in the organizing of an international joint venture. <i>Industrial Marketing Management</i> , 2007, 36, 87-98.	3.7	35
9	Embeddedness and networking as drivers in developing an international joint venture. <i>Scandinavian Journal of Management</i> , 2008, 24, 17-32.	1.0	34
10	Personal interaction and customer relationship management in project business. <i>Journal of Business and Industrial Marketing</i> , 2013, 28, 103-110.	1.8	26
11	Beyond network pictures: Situational strategizing in network context. <i>Industrial Marketing Management</i> , 2015, 45, 117-127.	3.7	26
12	Dynamic effects of business cycles on business relationships. <i>Management Decision</i> , 2012, 50, 291-304.	2.2	25
13	Mobilizing crisis management networks – Entrepreneurial behavior in turbulent contexts. <i>Industrial Marketing Management</i> , 2014, 43, 967-976.	3.7	25
14	Role of networks in emergence of international new ventures. <i>International Journal of Entrepreneurial Venturing</i> , 2011, 3, 5.	0.3	23
15	Business model scenarios in mobile advertising. <i>International Journal of Internet Marketing and Advertising</i> , 2006, 3, 254.	0.1	21
16	The development of a high-tech international new venture as a process of acting. <i>Journal of Small Business and Enterprise Development</i> , 2011, 18, 430-456.	1.6	20
17	Formation of strategic networks under high uncertainty of a megaproject. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 575-586.	1.8	18
18	Boundary crossing for international opportunities. <i>Journal of International Entrepreneurship</i> , 2015, 13, 173-185.	1.8	16

#	ARTICLE	IF	CITATIONS
19	Resolving the start-up identity crisis: Strategizing in a network context. <i>Industrial Marketing Management</i> , 2019, 80, 201-213.	3.7	15
20	Perceived customer involvement and organizational design in project business. <i>Scandinavian Journal of Management</i> , 2012, 28, 77-89.	1.0	14
21	Intermediary roles in local mobile advertising: Findings from a Finnish study. <i>Journal of Marketing Communications</i> , 2016, 22, 155-169.	2.7	12
22	From internal resources to collective opportunities. <i>Journal of Business Research</i> , 2012, 65, 230-231.	5.8	8
23	A Start-Up Ecosystem as a Structure and Context for High Growth. <i>Advances in International Management</i> , 2016, , 179-202.	0.3	8
24	Creating shared views of customers: Individuals as sense-makers in multinational companies. <i>Industrial Marketing Management</i> , 2015, 48, 50-60.	3.7	6
25	Actor legitimation in emerging markets: A network-embedded process. <i>Journal of World Business</i> , 2022, 57, 101315.	4.6	5
26	Concealing paradoxes in decision-making during hospital hybridization – a systems theoretical analysis. <i>Journal of Health Organization and Management</i> , 2021, 35, 195-211.	0.6	3
27	Professional boundaries in action: Using reflective spaces for boundary work to incorporate a new healthcare role. <i>Human Relations</i> , 2022, 75, 1270-1297.	3.8	3
28	External facilitation in the internationalization of high-tech firms. <i>Progress in International Business Research</i> , 2009, , 185-204.	0.3	2
29	Intradepartmental Faculty Mentoring in Teaching Marketing. <i>Journal of Marketing Education</i> , 2012, 34, 5-18.	1.6	2
30	Organizing MNC Internal Networks to Manage Global Customers: Strategies of Political Compromising. <i>Advances in International Management</i> , 2014, , 349-376.	0.3	2
31	Hybrid ways of organizing opportunities in international entrepreneurship. , 2015, , .		2
32	Challenges of longitudinal field research in process studies on business networks. , 2013, , .		2
33	Introduction: filling gaps in research on interfirm collaboration – focus on alliances and networks. , 2015, , .		0
34	International Opportunities and Value Creation in International Entrepreneurship. , 2017, , 55-80.		0
35	Strategic practices of subsidiary positioning in business networks. <i>IMP Journal</i> , 2018, 12, 37-55.	0.8	0
36	Paradox of time in strategy making: decision and emergence in a small firm's trajectory. <i>Proceedings - Academy of Management</i> , 2021, 2021, 14313.	0.0	0

#	ARTICLE	IF	CITATIONS
37	Instigating Start-Up Industries as a Foundation for International High-Growth Venturing. , 2017, , 13-32.		0
38	Power in and between organizations: subjectification transforming purchaser-supplier relationships. Proceedings - Academy of Management, 2017, 2017, 15724.	0.0	0
39	Organizing MNC Internal Networks to Manage Global Customers: Strategies of Political Compromising. Advances in International Management, 2014, 27, 349-376.	0.3	0