

Aino Halinen

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6846338/publications.pdf>

Version: 2024-02-01

30
papers

3,562
citations

304743

22
h-index

552781

26
g-index

31
all docs

31
docs citations

31
times ranked

1906
citing authors

#	ARTICLE	IF	CITATIONS
1	Using case methods in the study of contemporary business networks. Journal of Business Research, 2005, 58, 1285-1297.	10.2	734
2	Business Relationships and Networks:. Industrial Marketing Management, 1999, 28, 413-427.	6.7	408
3	From Dyadic Change to Changing Business Networks: An Analytical Framework. Journal of Management Studies, 1999, 36, 779-794.	8.3	257
4	Relationship Marketing Theory: Its Roots and Direction. Journal of Marketing Management, 2000, 16, 29-54.	2.3	248
5	The role of embeddedness in the evolution of business networks. Scandinavian Journal of Management, 1998, 14, 187-205.	1.9	234
6	Customer participation and value creation: a systematic review and research implications. Managing Service Quality, 2013, 23, 341-359.	2.4	213
7	A process theory of relationship ending. Journal of Service Management, 2002, 13, 163-180.	2.0	189
8	Time and process in business network research. Industrial Marketing Management, 2012, 41, 215-223.	6.7	161
9	Managing business and innovation networksâ€”From strategic nets to business fields and ecosystems. Industrial Marketing Management, 2017, 67, 5-22.	6.7	152
10	Research on Ending Exchange Relationships: A Categorization, Assessment and Outlook. Marketing Theory, 2002, 2, 165-188.	3.1	112
11	Network process analysis: An event-based approach to study business network dynamics. Industrial Marketing Management, 2013, 42, 1213-1222.	6.7	97
12	Position and role-conceptualizing dynamics in business networks. Scandinavian Journal of Management, 1998, 14, 167-186.	1.9	88
13	Customer participation management. Journal of Service Management, 2016, 27, 250-275.	7.2	87
14	Accessing resources for service innovation â€” the critical role of network relationships. Journal of Service Management, 2014, 25, 2-29.	7.2	67
15	Customer knowledge transfer and key account management in professional service organizations. Journal of Service Management, 2006, 17, 304-319.	2.0	53
16	Problem solving within professional services: evidence from the medical field. Journal of Service Management, 2006, 17, 409-429.	2.0	49
17	Dimensions of space in business network research. Industrial Marketing Management, 2017, 61, 10-19.	6.7	39
18	The Meaning of Time in the Study of Industrial Buyer- Seller Relationships. , 1995, , 493-529.		38

#	ARTICLE	IF	CITATIONS
19	Customer portfolio analysis practices in different exchange contexts. <i>Journal of Business Research</i> , 2007, 60, 720-730.	10.2	36
20	IMP thinking and IMM: Co-creating value for business marketing. <i>Industrial Marketing Management</i> , 2018, 69, 18-31.	6.7	36
21	Organizational buying as muddling through: A practiceâ€“theory approach. <i>Journal of Business Research</i> , 2012, 65, 773-780.	10.2	29
22	Interactive Network Branding. <i>IMP Journal</i> , 2018, 12, 392-408.	0.8	29
23	Toward a goal-oriented view of customer journeys. <i>Journal of Service Management</i> , 2020, 31, 767-790.	7.2	27
24	Moving beyond ethical decision-making: a practice-based view to study unethical sales behavior. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 103-122.	2.8	25
25	Service quality in professional business services: A relationship approach. <i>Advances in Services Marketing and Management</i> , 1996, , 315-341.	0.3	22
26	Clearing the paradigmatic fog â€” how to move forward in business marketing research. <i>Industrial Marketing Management</i> , 2022, 102, 280-300.	6.7	20
27	The Nature of Customer Portfolios: Towards New Understanding of Firms' Exchange Contexts. <i>Journal of Business-to-Business Marketing</i> , 2012, 19, 335-366.	1.5	16
28	Exploring Ethics in Business Networks: Propositions for Future Research. , 2016, , 333-356.		3
29	Challenges of longitudinal field research in process studies on business networks. , 2013, , .		2
30	Marketing in professional services firms: turning expertise into customer perceived value. , 2012, , .		1