

# 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	Clearing the paradigmatic fog – how to move forward in business marketing research. <i>Industrial Marketing Management</i> , 2022, 102, 280-300.	6.7	20
2	Toward a goal-oriented view of customer journeys. <i>Journal of Service Management</i> , 2020, 31, 767-790.	7.2	27
3	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
4	IMP thinking and IMM: Co-creating value for business marketing. <i>Industrial Marketing Management</i> , 2018, 69, 18-31.	6.7	36
5	Interactive Network Branding. <i>IMP Journal</i> , 2018, 12, 392-408.	0.8	29
6	Managing business and innovation networks – From strategic nets to business fields and ecosystems. <i>Industrial Marketing Management</i> , 2017, 67, 5-22.	6.7	152
7	Dimensions of space in business network research. <i>Industrial Marketing Management</i> , 2017, 61, 10-19.	6.7	39
8	Exploring Ethics in Business Networks: Propositions for Future Research. , 2016, , 333-356.		3
9	Customer participation management. <i>Journal of Service Management</i> , 2016, 27, 250-275.	7.2	87
10	Accessing resources for service innovation – the critical role of network relationships. <i>Journal of Service Management</i> , 2014, 25, 2-29.	7.2	67
11	Customer participation and value creation: a systematic review and research implications. <i>Managing Service Quality</i> , 2013, 23, 341-359.	2.4	213
12	Network process analysis: An event-based approach to study business network dynamics. <i>Industrial Marketing Management</i> , 2013, 42, 1213-1222.	6.7	97
13	Challenges of longitudinal field research in process studies on business networks. , 2013, , .		2
14	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
15	Time and process in business network research. <i>Industrial Marketing Management</i> , 2012, 41, 215-223.	6.7	161
16	Organizational buying as muddling through: A practice – theory approach. <i>Journal of Business Research</i> , 2012, 65, 773-780.	10.2	29
17	Marketing in professional services firms: turning expertise into customer perceived value. , 2012, , .		1
18	Customer portfolio analysis practices in different exchange contexts. <i>Journal of Business Research</i> , 2007, 60, 720-730.	10.2	36

#	ARTICLE	IF	CITATIONS
19	Problem solving within professional services: evidence from the medical field. <i>Journal of Service Management</i> , 2006, 17, 409-429.	2.0	49
20	Customer knowledge transfer and key account management in professional service organizations. <i>Journal of Service Management</i> , 2006, 17, 304-319.	2.0	53
21	Using case methods in the study of contemporary business networks. <i>Journal of Business Research</i> , 2005, 58, 1285-1297.	10.2	734
22	A process theory of relationship ending. <i>Journal of Service Management</i> , 2002, 13, 163-180.	2.0	189
23	Research on Ending Exchange Relationships: A Categorization, Assessment and Outlook. <i>Marketing Theory</i> , 2002, 2, 165-188.	3.1	112
24	Relationship Marketing Theory: Its Roots and Direction. <i>Journal of Marketing Management</i> , 2000, 16, 29-54.	2.3	248
25	From Dyadic Change to Changing Business Networks: An Analytical Framework. <i>Journal of Management Studies</i> , 1999, 36, 779-794.	8.3	257
26	Business Relationships and Networks. <i>Industrial Marketing Management</i> , 1999, 28, 413-427.	6.7	408
27	Position and role-conceptualizing dynamics in business networks. <i>Scandinavian Journal of Management</i> , 1998, 14, 167-186.	1.9	88
28	The role of embeddedness in the evolution of business networks. <i>Scandinavian Journal of Management</i> , 1998, 14, 187-205.	1.9	234
29	Service quality in professional business services: A relationship approach. <i>Advances in Services Marketing and Management</i> , 1996, , 315-341.	0.3	22
30	The Meaning of Time in the Study of Industrial Buyer- Seller Relationships. , 1995, , 493-529.		38