

# Esko Penttinen

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7332247/publications.pdf>

Version: 2024-02-01

40  
papers

770  
citations

759055

12  
h-index

580701

25  
g-index

40  
all docs

40  
docs citations

40  
times ranked

503  
citing authors

#	ARTICLE	IF	CITATIONS
1	Improving firm positioning through enhanced offerings and buyer-seller relationships. <i>Industrial Marketing Management</i> , 2007, 36, 552-564.	3.7	208
2	Turning robotic process automation into commercial success – Case OpusCapita. <i>Journal of Information Technology Teaching Cases</i> , 2016, 6, 67-74.	1.6	162
3	High Reliability in Digital Organizing: Mindlessness, the Frame Problem, and Digital Operations. <i>MIS Quarterly: Management Information Systems</i> , 2019, 43, 555-578.	3.1	51
4	Sociotechnical Envelopment of Artificial Intelligence: An Approach to Organizational Deployment of Inscrutable Artificial Intelligence Systems. <i>Journal of the Association for Information Systems</i> , 2021, 22, 325-352.	2.4	37
5	Exploring the dynamic capabilities required for servitization. <i>Business Process Management Journal</i> , 2017, 23, 226-247.	2.4	30
6	Impact of accounting process characteristics on accounting outsourcing - Comparison of users and non-users of cloud-based accounting information systems. <i>International Journal of Accounting Information Systems</i> , 2019, 34, 100419.	2.6	28
7	Constructing continuity across the organisational culture boundary in a highly virtual work environment. <i>Information Systems Journal</i> , 2021, 31, 62-93.	4.1	28
8	Governance models for robotic process automation: The case of Nordea Bank. <i>Journal of Information Technology Teaching Cases</i> , 2021, 11, 20-29.	1.6	28
9	What Influences Choice of Business-to-Business Connectivity Platforms?. <i>International Journal of Electronic Commerce</i> , 2018, 22, 479-509.	1.4	26
10	Constructing continuities in virtual work environments: A multiple case study of two firms with differing degrees of virtuality. <i>Information Systems Journal</i> , 2019, 29, 484-513.	4.1	19
11	Uncovering the nature of the relationship between outsourcing motivations and the degree of outsourcing: An empirical study on Finnish small and medium-sized enterprises. <i>Journal of Information Technology</i> , 2019, 34, 39-58.	2.5	16
12	Future images of data in circular economy for textiles. <i>Technological Forecasting and Social Change</i> , 2022, 182, 121859.	6.2	16
13	XBRL to enhance external financial reporting: Should we implement or not? Case Company X. <i>Journal of Accounting Education</i> , 2014, 32, 160-170.	0.9	14
14	SUPPORTING IT IMPLEMENTATION DECISIONS WITH ANP – SUPPLIER SCHEDULING FOR e-INVOCING. <i>International Journal of Information Technology and Decision Making</i> , 2012, 11, 525-550.	2.3	11
15	Deciding on the robotic process automation operating model: A checklist for RPA managers. <i>Business Horizons</i> , 2023, 66, 109-121.	3.4	11
16	Consequences of Discontinuing Knowledge Work Automation - Surfacing of Deskilling Effects and Methods of Recovery. , 2018, , .		10
17	Knowledge Workers™ Reactions to a Planned Introduction of Robotic Process Automation – Empirical Evidence from an Accounting Firm. <i>Progress in IS</i> , 2020, , 413-452.	0.5	10
18	Playing for fun or for profit: how extrinsically-motivated and intrinsically-motivated players make the choice between competing dual-purposed gaming platforms. <i>Electronic Markets</i> , 2019, 29, 337-358.	4.4	8

#	ARTICLE	IF	CITATIONS
19	Paradoxical Tensions Related to AI-Powered Evaluation Systems in Competitive Sports. <i>Information Systems Frontiers</i> , 2022, 24, 897-922.	4.1	8
20	Managing the move to the cloud – analyzing the risks and opportunities of cloud-based accounting information systems. <i>Journal of Information Technology Teaching Cases</i> , 2015, 5, 27-34.	1.6	7
21	Assessing the Effect of External Pressure in Inter-organizational IS Adoption – Case Electronic Invoicing. <i>Lecture Notes in Business Information Processing</i> , 2010, , 269-278.	0.8	7
22	Outsourcing of Disaggregated Services in Cloud-Based Enterprise Information Systems. , 2014, , .		6
23	Implementing Electronic Invoicing in a Textile and Cleanliness Company – Impacts on Buyer-Seller Relationships. <i>Journal of Information Technology Research</i> , 2010, 3, 28-42.	0.3	4
24	Onboarding customer companies to electronic invoicing platform – developing a marketing and a partnering strategy for Tieto, an e-invoicing service provider. <i>Journal of Information Technology Teaching Cases</i> , 2017, 7, 43-50.	1.6	4
25	Organizational transformation with intelligent automation: Case Nokia Software. <i>Journal of Information Technology Teaching Cases</i> , 2021, 11, 101-109.	1.6	4
26	Customer reactions to self-checkout discontinuance. <i>Journal of Retailing and Consumer Services</i> , 2021, 61, 102498.	5.3	4
27	Unfolding the Types of Organizational Inertia in Information Systems Adoption. , 2016, , .		3
28	Supporting the Supplier Scheduling Decisions in the E-Invoicing Implementation Projects - An Application of the ANP Method. , 2011, , .		2
29	Triggering Intention to Use to Actual Use – Empirical Evidence from Self-Service Checkout (SCO) Systems. , 2014, , .		2
30	Impact of Switching Costs and Network Effects on Selection of Mobile Platforms. , 2015, , .		2
31	Flexibility vs. Structure: How to Manage Reliably Continuously Emerging Threats in Malware Protection. , 2015, , .		2
32	Stakeholder-dependent views on biases of human- and machine-based judging systems. , 0, , .		1
33	Profiling online gamers and probing their preferences and motivations: An empirical study of an online role-playing game. <i>Journal of Gaming and Virtual Worlds</i> , 2021, 13, 307-334.	0.1	1
34	Introduction to Mobile Value Services Minitrack. , 2015, , .		0
35	Introduction to Mobile Value Services Minitrack. , 2016, , .		0
36	Four Flavours of Customers: A dual-system perspective on self-service technology use. <i>Australasian Journal of Information Systems</i> , 0, 25, .	0.3	0

#	ARTICLE	IF	CITATIONS
37	Opportunities and Challenges for B2B Manufacturing Firms. , 2005, , 119-129.		0
38	Opportunities and Challenges for B2B Manufacturing Firms. , 2008, , 1664-1671.		0
39	The Role of E-Services in the Transition from the Product Focus to the Service Focus in the Printing Business. , 2009, , 156-165.		0
40	The Role of E-Services in the Transition from the Product Focus to the Service Focus in the Printing Business. , 2010, , 1090-1099.		0