

Marko Kohtamäki

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

100
papers

2,939
citations

29
h-index

53
g-index

111
ext. papers

3,827
ext. citations

4.1
avg. IF

6.29
L-index

#	Paper	IF	Citations
100	Digital servitization business models in ecosystems: A theory of the firm. <i>Journal of Business Research</i> , 2019 , 104, 380-392	8.7	224
99	Non-linear relationship between industrial service offering and sales growth: The moderating role of network capabilities. <i>Industrial Marketing Management</i> , 2013 , 42, 1374-1385	6.9	201
98	Exploration and exploitation strategies, profit performance, and the mediating role of strategic learning: Escaping the exploitation trap. <i>Strategic Entrepreneurship Journal</i> , 2012 , 6, 18-41	3.7	164
97	Strategy map of servitization. <i>International Journal of Production Economics</i> , 2017 , 192, 144-156	9.3	128
96	Structuring servitization-related research. <i>International Journal of Operations and Production Management</i> , 2018 , 38, 350-371	6.8	126
95	The relationship between digitalization and servitization: The role of servitization in capturing the financial potential of digitalization. <i>Technological Forecasting and Social Change</i> , 2020 , 151, 119804	9.5	116
94	Making a profit with R&D services – The critical role of relational capital. <i>Industrial Marketing Management</i> , 2013 , 42, 71-81	6.9	110
93	An agile co-creation process for digital servitization: A micro-service innovation approach. <i>Journal of Business Research</i> , 2020 , 112, 478-491	8.7	108
92	Co-creating value from knowledge-intensive business services in manufacturing firms: The moderating role of relationship learning in supplier–customer interactions. <i>Journal of Business Research</i> , 2016 , 69, 2498-2506	8.7	102
91	Developing the concept of life-cycle service offering. <i>Industrial Marketing Management</i> , 2015 , 49, 53-66	6.9	91
90	Entrepreneurial orientation-as-experimentation and firm performance: The enabling role of absorptive capacity. <i>Strategic Management Journal</i> , 2015 , 36, 1739-1749	5.2	83
89	Alliance capabilities: A systematic review and future research directions. <i>Industrial Marketing Management</i> , 2018 , 68, 188-201	6.9	77
88	Critical meta-analysis of servitization research: Constructing a model-narrative to reveal paradigmatic assumptions. <i>Industrial Marketing Management</i> , 2017 , 60, 89-100	6.9	68
87	Joint learning in R&D collaborations and the facilitating relational practices. <i>Industrial Marketing Management</i> , 2013 , 42, 1167-1180	6.9	65
86	Capability configurations for advanced service offerings in manufacturing firms: Using fuzzy set qualitative comparative analysis. <i>Journal of Business Research</i> , 2016 , 69, 5330-5335	8.7	60
85	Enabling relationship structures and relationship performance improvement: The moderating role of relational capital. <i>Industrial Marketing Management</i> , 2012 , 41, 1298-1309	6.9	59
84	Relational governance strategies for advanced service provision: Multiple paths to superior financial performance in servitization. <i>Journal of Business Research</i> , 2019 , 101, 906-915	8.7	53

83	Modeling manufacturer's capabilities for the Internet of Things. <i>Journal of Business and Industrial Marketing</i> , 2018 , 33, 822-836	3	53
82	Configurations of entrepreneurial- customer- and technology orientation. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2011 , 17, 64-81	4.3	48
81	The performance impact of industrial services and service orientation on manufacturing companies. <i>Journal of Service Theory and Practice</i> , 2015 , 25, 463-485	3.1	45
80	Exploring servitization through the paradox lens: Coping practices in servitization. <i>International Journal of Production Economics</i> , 2020 , 226, 107619	9.3	43
79	Resource Realignment in Servitization. <i>Research Technology Management</i> , 2016 , 59, 30-39	1.6	42
78	Solution providers' strategic capabilities. <i>Journal of Business and Industrial Marketing</i> , 2017 , 32, 752-770	3	35
77	Online brand community practices and the construction of brand legitimacy. <i>Marketing Theory</i> , 2017 , 17, 537-558	2.5	34
76	The fast eat the slow – the impact of strategy and innovation timing on the success of technology-oriented ventures. <i>International Journal of Technology Management</i> , 2010 , 52, 175	1.2	32
75	Network partner diversity, network capability, and sales growth in small firms. <i>Journal of Business Research</i> , 2016 , 69, 2113-2117	8.7	30
74	Firm boundaries in servitization: Interplay and repositioning practices. <i>Industrial Marketing Management</i> , 2020 , 90, 90-105	6.9	30
73	How to convert digital offerings into revenue enhancement — Conceptualizing business model dynamics through explorative case studies. <i>Industrial Marketing Management</i> , 2020 , 91, 429-441	6.9	30
72	Toward a typological view of buyer-supplier relationships: Challenging the unidimensional relationship continuum. <i>Industrial Marketing Management</i> , 2015 , 49, 105-115	6.9	29
71	Boundaries of R&D collaboration. <i>Technovation</i> , 2015 , 45-46, 15-28	7.9	28
70	The role of personnel commitment to strategy implementation and organisational learning within the relationship between strategic planning and company performance. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2012 , 18, 159-178	4.3	28
69	Supply chain ambidexterity and manufacturing SME performance: The moderating roles of network capability and strategic information flow. <i>International Journal of Production Economics</i> , 2020 , 221, 107470	9.3	27
68	Servitization research: A review and bibliometric analysis of past achievements and future promises. <i>Journal of Business Research</i> , 2021 , 131, 151-166	8.7	26
67	Stretching strategic learning to the limit: The interaction between strategic planning and learning. <i>Journal of Business Research</i> , 2016 , 69, 653-663	8.7	24
66	Mapping the landscape of strategy tools: A review on strategy tools published in leading journals within the past 25 years. <i>Long Range Planning</i> , 2018 , 51, 586-605	5.7	23

65	THE INTERPLAY BETWEEN ORIENTATIONS: ENTREPRENEURIAL, TECHNOLOGY AND CUSTOMER ORIENTATIONS IN SOFTWARE COMPANIES. <i>Journal of Enterprising Culture</i> , 2010 , 18, 265-290	0.5	23
64	Antecedents of relationship learning in supplier partnerships from the perspective of an industrial customer: the direct effects model. <i>Journal of Business and Industrial Marketing</i> , 2012 , 27, 299-310	3	23
63	Developing and validating a multi-dimensional scale for operationalizing industrial service offering. <i>Journal of Business and Industrial Marketing</i> , 2017 , 32, 295-309	3	21
62	The nonlinear relationship between entrepreneurial orientation and sales growth: The moderating effects of slack resources and absorptive capacity. <i>Journal of Business Research</i> , 2019 , 100, 100-110	8.7	21
61	A Configurational Approach to Servitization: Review and Research Directions. <i>Service Science</i> , 2019 , 11, 213-240	2.2	20
60	A Survey Study of the Transitioning towards High-value Industrial Product-services. <i>Procedia CIRP</i> , 2014 , 16, 176-180	1.8	19
59	Industrial services – the solution provider – stairway to heaven or highway to hell?. <i>Benchmarking</i> , 2015 , 22, 170-185	4	18
58	The governance of partnerships and a strategic network. <i>Management Decision</i> , 2006 , 44, 1031-1051	4.4	18
57	Strategic Planning and Small Business Performance: An Examination of the Mediating Role of Exploration and Exploitation Behaviours. <i>International Journal of Entrepreneurship and Innovation</i> , 2010 , 11, 221-229	1.5	17
56	Trust and Innovation: from Spin-Off Idea to Stock Exchange. <i>Creativity and Innovation Management</i> , 2004 , 13, 75-88	2.7	16
55	To outcomes and beyond: Discursively managing legitimacy struggles in outcome business models. <i>Industrial Marketing Management</i> , 2020 , 91, 196-208	6.9	14
54	Strategic agility in innovation: Unpacking the interaction between entrepreneurial orientation and absorptive capacity by using practice theory. <i>Journal of Business Research</i> , 2020 , 118, 12-25	8.7	14
53	Relationship governance and learning in partnerships. <i>Learning Organization</i> , 2010 , 17, 41-57	1.8	14
52	The tribes in the field of servitization: Discovering latent streams across 30 years of research. <i>Industrial Marketing Management</i> , 2021 , 95, 70-84	6.9	13
51	A framework for a network-level performance measurement system in SME networks. <i>International Journal of Networking and Virtual Organisations</i> , 2008 , 5, 415	0.4	10
50	Enabling roles of relationship governance mechanisms in the choice of inter-firm conflict resolution strategies. <i>Journal of Business and Industrial Marketing</i> , 2020 , 35, 957-969	3	10
49	Joint Learning in Innovative R&D Collaboration. <i>Industry and Innovation</i> , 2016 , 23, 62-86	2.3	9
48	Retrospective relational sensemaking in R&D offshoring. <i>Industrial Marketing Management</i> , 2017 , 63, 205-216	6.9	9

47	A (Re)view of the Philosophical Foundations of Strategic Management. <i>International Journal of Management Reviews</i> , 2021 , 23, 151-190	6.4	9
46	Organizational identity and behaviors in strategic networks. <i>Journal of Business and Industrial Marketing</i> , 2016 , 31, 36-46	3	8
45	Worth the risk? The profit impact of outcome-based service offerings for manufacturing firms. <i>Journal of Business Research</i> , 2021 , 131, 92-102	8.7	8
44	Unfolding the digital servitization path from products to product-service-software systems: Practicing change through intentional narratives. <i>Journal of Business Research</i> , 2021 , 137, 379-392	8.7	8
43	Offshoring and Improvisational Learning: Empirical Insights into Developing Global R&D Capabilities. <i>Industry and Innovation</i> , 2013 , 20, 544-562	2.3	7
42	Strategy in Small Growth-Oriented Firms in Finland: A Discourse Analysis Approach. <i>International Journal of Entrepreneurship and Innovation</i> , 2008 , 9, 167-175	1.5	7
41	Analysing partnerships and strategic network governance. <i>International Journal of Networking and Virtual Organisations</i> , 2008 , 5, 135	0.4	5
40	OPERATIONALIZING SME NETWORK RESOURCES. <i>Journal of Enterprising Culture</i> , 2006 , 14, 199-218	0.5	5
39	Paradoxes in Servitization 2018 , 185-199		5
38	Business Models in Servitization 2018 , 61-81		5
37	Conceptualising the dimensions of sourcing strategy: a governance-based approach. <i>International Journal of Value Chain Management</i> , 2008 , 2, 206	0.3	4
36	Agile New Solution Development in Manufacturing Companies. <i>Technology Innovation Management Review</i> , 2020 , 10, 16-23	2.8	4
35	Measuring new product and service portfolio advantage. <i>International Entrepreneurship and Management Journal</i> , 2019 , 15, 163-174	4.9	4
34	Making connections: Harnessing the diversity of strategy-as-practice research. <i>International Journal of Management Reviews</i> ,	6.4	4
33	Overcoming the challenges of smart solution development: Co-alignment of processes, routines, and practices to manage product, service, and software integration. <i>Technovation</i> , 2021 , 102382	7.9	4
32	Of BI research: a tale of two communities. <i>Management Research Review</i> , 2020 , 43, 1371-1394	2.8	3
31	Practices in Servitization 2018 , 1-21		3
30	To Servitize Is to (Re)position: Utilizing a Porterian View to Understand Servitization and Value Systems 2018 , 325-341		3

29	Untangling service design routines for digital servitization: empirical insights of smart PSS in maritime industry. <i>Journal of Manufacturing Technology Management</i> , 2021 , ahead-of-print,	7.1	3
28	Becoming a smart solution provider: Reconfiguring a product manufacturer's strategic capabilities and processes to facilitate business model innovation. <i>Technovation</i> , 2022 , 102498	7.9	3
27	Interplay of strategic orientations in the development of smart solutions. <i>Procedia CIRP</i> , 2019 , 83, 89-94	1.8	2
26	Open Strategy in a Smart City. <i>Technology Innovation Management Review</i> , 2019 , 9, 35-43	2.8	2
25	35 years of research on business intelligence process: a synthesis of a fragmented literature. <i>Management Research Review</i> , 2021 , 44, 677-717	2.8	2
24	Ecosystem of outcome-based contracts: A complex of economic outcomes, availability and performance. <i>Procedia CIRP</i> , 2019 , 83, 170-175	1.8	1
23	Strategic Agility Integrating Business Intelligence with Strategy 2017 , 11-36		1
22	The strategic management competence of small and medium-sized growth firms. <i>International Journal of Entrepreneurship and Small Business</i> , 2009 , 7, 139	0.6	1
21	Managerial Heuristics in Servitization Journey 2021 , 281-292		1
20	Solution sales process blueprinting. <i>International Journal of Business Environment</i> , 2018 , 10, 132	1.1	1
19	Unfolding the simple heuristics of smart solution development. <i>Journal of Service Management</i> , 2022 , 33, 121-142	7.4	1
18	Coping with the relational paradoxes of outcome-based services. <i>Industrial Marketing Management</i> , 2022 , 104, 14-27	6.9	1
17	Introduction: Real-Time Strategy and Business Intelligence 2017 , 1-10		0
16	Strategic Learning for Agile Maneuvering in High Technology SMEs 709-731		
15	Organizational paradoxes as trialities: Evolving dynamics in paradox theory. <i>Proceedings - Academy of Management</i> , 2019 , 2019, 17347	0.1	
14	Unraveling the Theoretical Traditions in the Field of Strategy-as- Practice. <i>Proceedings - Academy of Management</i> , 2020 , 2020, 14039	0.1	
13	To Outcomes and Beyond: Discursively Legitimizing Outcome-Based Business Model Development. <i>Proceedings - Academy of Management</i> , 2020 , 2020, 13335	0.1	
12	A Theory of Practice Beyond the Human: From Doings with Things to Doings as a Tendency of Things. <i>Proceedings - Academy of Management</i> , 2020 , 2020, 18843	0.1	

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| 11 | Non-linear Relationship: Entrepreneurial Orientation - Growth: Effects of ACAP and Slack. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 17690 | 0.1 |
| 10 | The Paradoxes of Strategy Work in a Public Organization. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 13026 | 0.1 |
| 9 | Understanding the antenarratives of strategic renewal in a municipality context. <i>Proceedings - Academy of Management</i> , 2016 , 2016, 16220 | 0.1 |
| 8 | The Interactions between Strategic Planning and Strategic Learning. <i>Proceedings - Academy of Management</i> , 2013 , 2013, 13484 | 0.1 |
| 7 | Strategic Learning for Agile Maneuvering in High Technology SMEs. <i>Advances in Logistics, Operations, and Management Science Book Series</i> , 2014 , 55-76 | 0.3 |
| 6 | Theoretical Landscape in Servitization 2021 , 1-23 | |
| 5 | Narrative Network as a Method to Understand the Evolution of Smart Solutions 2021 , 293-307 | |
| 4 | Taking no risk is the greatest risk: Coping with the paradoxes of Outcome-based services. <i>Proceedings - Academy of Management</i> , 2021 , 2021, 11819 | 0.1 |
| 3 | A deconstructive re-reading of the Big data analytics/strategizing relationship. <i>Proceedings - Academy of Management</i> , 2021 , 2021, 10746 | 0.1 |
| 2 | Typologies of Manufacturer Identities in the Age of Smart Solutions 2021 , 41-56 | |
| 1 | Viewing Servitization Through a Practice-Theoretical Lens 2021 , 231-246 | |