

# Marko Kohtamäki

## List of Publications by Year in descending order

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Version: 2024-02-01

105  
papers

4,953  
citations

109311

35  
h-index

102480

66  
g-index

112  
all docs

112  
docs citations

112  
times ranked

2487  
citing authors

#	ARTICLE	IF	CITATIONS
1	Digital servitization business models in ecosystems: A theory of the firm. <i>Journal of Business Research</i> , 2019, 104, 380-392.	10.2	479
2	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.	11.6	273
3	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.	6.7	259
4	An agile co-creation process for digital servitization: A micro-service innovation approach. <i>Journal of Business Research</i> , 2020, 112, 478-491.	10.2	258
5	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.	4.4	220
6	Structuring servitization-related research. <i>International Journal of Operations and Production Management</i> , 2018, 38, 350-371.	5.9	200
7	Strategy map of servitization. <i>International Journal of Production Economics</i> , 2017, 192, 144-156.	8.9	177
8	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.	10.2	146
9	Making a profit with R&D services – The critical role of relational capital. <i>Industrial Marketing Management</i> , 2013, 42, 71-81.	6.7	135
10	Entrepreneurial orientation – Experimentation and firm performance: The enabling role of absorptive capacity. <i>Strategic Management Journal</i> , 2015, 36, 1739-1749.	7.3	127
11	Alliance capabilities: A systematic review and future research directions. <i>Industrial Marketing Management</i> , 2018, 68, 188-201.	6.7	121
12	Developing the concept of life-cycle service offering. <i>Industrial Marketing Management</i> , 2015, 49, 53-66.	6.7	117
13	Servitization research: A review and bibliometric analysis of past achievements and future promises. <i>Journal of Business Research</i> , 2021, 131, 151-166.	10.2	109
14	Critical meta-analysis of servitization research: Constructing a model-narrative to reveal paradigmatic assumptions. <i>Industrial Marketing Management</i> , 2017, 60, 89-100.	6.7	90
15	Modeling manufacturer's capabilities for the Internet of Things. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 822-836.	3.0	87
16	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.	10.2	85
17	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.	10.2	84
18	Joint learning in R&D collaborations and the facilitating relational practices. <i>Industrial Marketing Management</i> , 2013, 42, 1167-1180.	6.7	75

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19	Exploring servitization through the paradox lens: Coping practices in servitization. <i>International Journal of Production Economics</i> , 2020, 226, 107619.	8.9	75
20	Enabling relationship structures and relationship performance improvement: The moderating role of relational capital. <i>Industrial Marketing Management</i> , 2012, 41, 1298-1309.	6.7	72
21	Configurations of entrepreneurialâ€customerâ€and technology orientation. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2011, 17, 64-81.	3.8	71
22	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.	8.9	66
23	How to convert digital offerings into revenue enhancement â€“ Conceptualizing business model dynamics through explorative case studies. <i>Industrial Marketing Management</i> , 2020, 91, 429-441.	6.7	64
24	The performance impact of industrial services and service orientation on manufacturing companies. <i>Journal of Service Theory and Practice</i> , 2015, 25, 463-485.	3.2	62
25	Firm boundaries in servitization: Interplay and repositioning practices. <i>Industrial Marketing Management</i> , 2020, 90, 90-105.	6.7	57
26	Resource Realignment in Servitization. <i>Research Technology Management</i> , 2016, 59, 30-39.	0.8	55
27	Online brand community practices and the construction of brand legitimacy. <i>Marketing Theory</i> , 2017, 17, 537-558.	3.1	55
28	Solution providersâ€™ strategic capabilities. <i>Journal of Business and Industrial Marketing</i> , 2017, 32, 752-770.	3.0	51
29	Network partner diversity, network capability, and sales growth in small firms. <i>Journal of Business Research</i> , 2016, 69, 2113-2117.	10.2	50
30	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.	3.8	49
31	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.	10.2	49
32	The tribes in the field of servitization: Discovering latent streams across 30Âyears of research. <i>Industrial Marketing Management</i> , 2021, 95, 70-84.	6.7	44
33	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.	10.2	40
34	The fast eat the slow &ndash; the impact of strategy and innovation timing on the success of technology-oriented ventures. <i>International Journal of Technology Management</i> , 2010, 52, 175.	0.5	39
35	Boundaries of R&D collaboration. <i>Technovation</i> , 2015, 45-46, 15-28.	7.8	39
36	Stretching strategic learning to the limit: The interaction between strategic planning and learning. <i>Journal of Business Research</i> , 2016, 69, 653-663.	10.2	38

#	ARTICLE	IF	CITATIONS
37	Managing digital servitization toward smart solutions: Framing the connections between technologies, business models, and ecosystems. <i>Industrial Marketing Management</i> , 2022, 105, 253-267.	6.7	38
38	Developing and validating a multi-dimensional scale for operationalizing industrial service offering. <i>Journal of Business and Industrial Marketing</i> , 2017, 32, 295-309.	3.0	36
39	Toward a typological view of buyer–supplier relationships: Challenging the unidimensional relationship continuum. <i>Industrial Marketing Management</i> , 2015, 49, 105-115.	6.7	35
40	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.	4.9	34
41	A Configurational Approach to Servitization: Review and Research Directions. <i>Service Science</i> , 2019, 11, 213-240.	1.3	33
42	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.	10.2	33
43	Making connections: Harnessing the diversity of strategy–practice research. <i>International Journal of Management Reviews</i> , 2022, 24, 210-232.	8.3	33
44	THE INTERPLAY BETWEEN ORIENTATIONS: ENTREPRENEURIAL, TECHNOLOGY AND CUSTOMER ORIENTATIONS IN SOFTWARE COMPANIES. <i>Journal of Enterprising Culture</i> , 2010, 18, 265-290.	0.5	28
45	A (Re)view of the Philosophical Foundations of Strategic Management. <i>International Journal of Management Reviews</i> , 2021, 23, 151-190.	8.3	28
46	Becoming a smart solution provider: Reconfiguring a product manufacturer's strategic capabilities and processes to facilitate business model innovation. <i>Technovation</i> , 2022, 118, 102498.	7.8	28
47	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.	3.0	27
48	A Survey Study of the Transitioning towards High-value Industrial Product-services. <i>Procedia CIRP</i> , 2014, 16, 176-180.	1.9	25
49	Worth the risk? The profit impact of outcome-based service offerings for manufacturing firms. <i>Journal of Business Research</i> , 2021, 131, 92-102.	10.2	24
50	To outcomes and beyond: Discursively managing legitimacy struggles in outcome business models. <i>Industrial Marketing Management</i> , 2020, 91, 196-208.	6.7	23
51	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.	3.0	22
52	Trust and Innovation: from Spin-Off Idea to Stock Exchange. <i>Creativity and Innovation Management</i> , 2004, 13, 75-88.	3.3	20
53	Industrial services – the solution provider's stairway to heaven or highway to hell?. <i>Benchmarking</i> , 2015, 22, 170-185.	4.6	20
54	The governance of partnerships and a strategic network. <i>Management Decision</i> , 2006, 44, 1031-1051.	3.9	19

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55	Relationship governance and learning in partnerships. <i>Learning Organization</i> , 2010, 17, 41-57.	1.4	19
56	Strategic Planning and Small Business Performance. <i>International Journal of Entrepreneurship and Innovation</i> , 2010, 11, 221-229.	2.3	18
57	Untangling service design routines for digital servitization: empirical insights of smart PSS in maritime industry. <i>Journal of Manufacturing Technology Management</i> , 2022, 33, 717-740.	6.4	18
58	Organizational identity and behaviors in strategic networks. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 36-46.	3.0	15
59	A framework for a network-level performance measurement system in SME networks. <i>International Journal of Networking and Virtual Organisations</i> , 2008, 5, 415.	0.2	14
60	Joint Learning in Innovative R&D Collaboration. <i>Industry and Innovation</i> , 2016, 23, 62-86.	3.1	14
61	Retrospective relational sensemaking in R&D offshoring. <i>Industrial Marketing Management</i> , 2017, 63, 205-216.	6.7	14
62	Overcoming the challenges of smart solution development: Co-alignment of processes, routines, and practices to manage product, service, and software integration. <i>Technovation</i> , 2022, 118, 102382.	7.8	12
63	Unfolding the simple heuristics of smart solution development. <i>Journal of Service Management</i> , 2022, 33, 121-142.	7.2	11
64	Analysing partnerships and strategic network governance. <i>International Journal of Networking and Virtual Organisations</i> , 2008, 5, 135.	0.2	10
65	Offshoring and Improvisational Learning: Empirical Insights into Developing Global R&D Capabilities. <i>Industry and Innovation</i> , 2013, 20, 544-562.	3.1	9
66	Agile New Solution Development in Manufacturing Companies. <i>Technology Innovation Management Review</i> , 2020, 10, 16-23.	1.4	9
67	Strategy in Small Growth-Oriented Firms in Finland: A Discourse Analysis Approach. <i>International Journal of Entrepreneurship and Innovation</i> , 2008, 9, 167-175.	2.3	8
68	Coping with the relational paradoxes of outcome-based services. <i>Industrial Marketing Management</i> , 2022, 104, 14-27.	6.7	8
69	OPERATIONALIZING SME NETWORK RESOURCES. <i>Journal of Enterprising Culture</i> , 2006, 14, 199-218.	0.5	7
70	35 years of research on business intelligence process: a synthesis of a fragmented literature. <i>Management Research Review</i> , 2021, 44, 677-717.	2.7	7
71	Paradoxes in Servitization. , 2018, , 185-199.		6
72	Measuring new product and service portfolio advantage. <i>International Entrepreneurship and Management Journal</i> , 2019, 15, 163-174.	5.0	6

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73	Interplay of strategic orientations in the development of smart solutions. <i>Procedia CIRP</i> , 2019, 83, 89-94.	1.9	5
74	Conceptualising the dimensions of sourcing strategy: a governance-based approach. <i>International Journal of Value Chain Management</i> , 2008, 2, 206.	0.2	4
75	Of BI research: a tale of two communities. <i>Management Research Review</i> , 2020, 43, 1371-1394.	2.7	4
76	Open Strategy in a Smart City. <i>Technology Innovation Management Review</i> , 2019, 9, 35-43.	1.4	4
77	The strategic management competence of small and medium-sized growth firms. <i>International Journal of Entrepreneurship and Small Business</i> , 2009, 7, 139.	0.2	3
78	Practices in Servitization. , 2018, , 1-21.		3
79	Solution sales process blueprinting. <i>International Journal of Business Environment</i> , 2018, 10, 132.	0.4	2
80	Theoretical Landscape in Servitization. , 2021, , 1-23.		2
81	Managerial Heuristics in Servitization Journey. , 2021, , 281-292.		2
82	Introduction: Real-Time Strategy and Business Intelligence. , 2017, , 1-10.		1
83	Strategic Agilityâ€”Integrating Business Intelligence with Strategy. , 2017, , 11-36.		1
84	Ecosystem of outcome-based contracts: A complex of economic outcomes, availability and performance. <i>Procedia CIRP</i> , 2019, 83, 170-175.	1.9	1
85	A review of strategy-as-practice research. <i>Proceedings - Academy of Management</i> , 2017, 2017, 15140.	0.1	1
86	Strategic Learning for Agile Maneuvering in High Technology SMEs. <i>Advances in Logistics, Operations, and Management Science Book Series</i> , 2014, , 55-76.	0.4	1
87	Exposing the Contested Frames in Strategy Work: Using Visuals to Bridge the Contested Frames. <i>Proceedings - Academy of Management</i> , 2018, 2018, 17196.	0.1	0
88	Narrative Network as a Method to Understand the Evolution of Smart Solutions. , 2021, , 293-307.		0
89	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	0
90	A deconstructive re-reading of the â€œbig data analytics/strategizingâ€”relationship. <i>Proceedings - Academy of Management</i> , 2021, 2021, 10746.	0.1	0

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91	The Interactions between Strategic Planning and Strategic Learning. Proceedings - Academy of Management, 2013, 2013, 13484.	0.1	0
92	Non-linear Relationship: Entrepreneurial Orientation - Growth: Effects of ACAP and Slack. Proceedings - Academy of Management, 2015, 2015, 17690.	0.1	0
93	The Paradoxes of Strategy Work in a Public Organization. Proceedings - Academy of Management, 2015, 2015, 13026.	0.1	0
94	Understanding the antenarratives of strategic renewal in a municipality context. Proceedings - Academy of Management, 2016, 2016, 16220.	0.1	0
95	Business Intelligence (BI): What do We Know and What's Ahead?. Proceedings - Academy of Management, 2017, 2017, 15485.	0.1	0
96	Ambidexterity in Changing Environment - Longitudinal (1986-2014) Case Evidence From Low-Tech SMEs. Proceedings - Academy of Management, 2017, 2017, 15033.	0.1	0
97	Re-conceptualizing Business Intelligence (BI) Research and Placing it within the Strategy Realm. Proceedings - Academy of Management, 2018, 2018, 16601.	0.1	0
98	Structuring Business Intelligence (BI)-related research. Proceedings - Academy of Management, 2018, 2018, 15938.	0.1	0
99	Organizational paradoxes as trialities: Evolving dynamics in paradox theory. Proceedings - Academy of Management, 2019, 2019, 17347.	0.1	0
100	Unraveling the Theoretical Traditions in the Field of Strategy-as- Practice. Proceedings - Academy of Management, 2020, 2020, 14039.	0.1	0
101	To Outcomes and Beyond: Discursively Legitimizing Outcome-Based Business Model Development. Proceedings - Academy of Management, 2020, 2020, 13335.	0.1	0
102	A Theory of Practice Beyond the Human: From Doings with Things to Doings as a Tendency of Things. Proceedings - Academy of Management, 2020, 2020, 18843.	0.1	0
103	Agile Product Development Practices for Coping with Learning Paradox in R&D Offshore Units. Technology Innovation Management Review, 2020, 10, 70-78.	1.4	0
104	Strategic Learning for Agile Maneuvering in High Technology SMEs. , 0, , 709-731.		0
105	Seeking 'Strategy' in Business Intelligence Literature: Theorizing BI as part of strategy research. Technology Innovation Management Review, 2020, 10, 27-37.	1.4	0