

# Anna Salonen

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/8810795/publications.pdf>

Version: 2024-02-01

13  
papers

515  
citations

932766

10  
h-index

1125271

13  
g-index

14  
all docs

14  
docs citations

14  
times ranked

379  
citing authors

#	ARTICLE	IF	CITATIONS
1	Solution business models: Transformation along four continua. <i>Industrial Marketing Management</i> , 2013, 42, 705-716.	3.7	140
2	Service transition strategies of industrial manufacturers. <i>Industrial Marketing Management</i> , 2011, 40, 683-690.	3.7	132
3	Firm boundary decisions in solution business: Examining internal vs. external resource integration. <i>Industrial Marketing Management</i> , 2015, 51, 171-183.	3.7	51
4	The next phase in servitization: transforming integrated solutions into modular solutions. <i>International Journal of Operations and Production Management</i> , 2019, 39, 630-657.	3.5	42
5	Leveraging the benefits of modularity in the provision of integrated solutions: A strategic learning perspective. <i>Industrial Marketing Management</i> , 2018, 68, 13-24.	3.7	29
6	Engaging a product-focused sales force in solution selling: interplay of individual- and organizational-level conditions. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 139-163.	7.2	28
7	Servitization as reinforcement, not transformation. <i>Journal of Service Management</i> , 2017, 28, 662-686.	4.4	20
8	Opportunities for value-based selling in an economic crisis: Managerial insights from a firm boundary theory. <i>Industrial Marketing Management</i> , 2020, 88, 389-395.	3.7	20
9	Theory development in servitization through the application of fsQCA and experiments. <i>International Journal of Operations and Production Management</i> , 2021, 41, 746-769.	3.5	20
10	Business solutions as market signals that facilitate product sales. <i>Industrial Marketing Management</i> , 2020, 91, 30-40.	3.7	12
11	Systems sales as a competitive response to the Asian challenge: Case of a global ship power supplier. <i>Industrial Marketing Management</i> , 2006, 35, 740-750.	3.7	10
12	The Challenge of Multinational Corporation (MNC)-Led Growth and Internationalization: The Case of Nokia-Dependent Suppliers. <i>Journal of Business-to-Business Marketing</i> , 2012, 19, 147-173.	0.8	8
13	Salesforce Transformation to Solution Selling. , 2021, , 343-354.		1