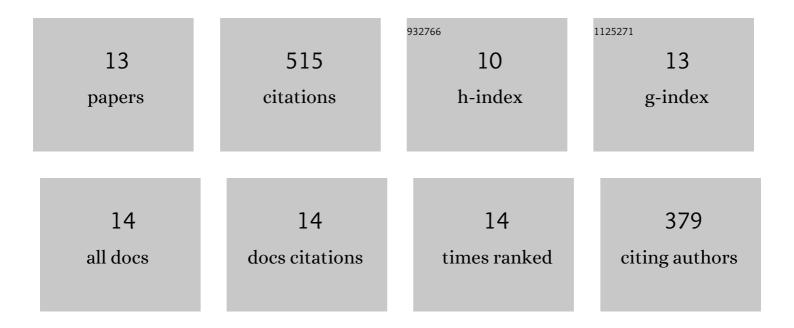
## Anna Salonen

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/8810795/publications.pdf Version: 2024-02-01



ANNA SALONEN

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