

# 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

933447

10  
h-index

1125743

13  
g-index

14  
all docs

14  
docs citations

14  
times ranked

379  
citing authors

#	ARTICLE	IF	CITATIONS
1	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.	11.2	28
2	Theory development in servitization through the application of fsQCA and experiments. International Journal of Operations and Production Management, 2021, 41, 746-769.	5.9	20
3	Salesforce Transformation to Solution Selling. , 2021, , 343-354.		1
4	Business solutions as market signals that facilitate product sales. Industrial Marketing Management, 2020, 91, 30-40.	6.7	12
5	Opportunities for value-based selling in an economic crisis: Managerial insights from a firm boundary theory. Industrial Marketing Management, 2020, 88, 389-395.	6.7	20
6	The next phase in servitization: transforming integrated solutions into modular solutions. International Journal of Operations and Production Management, 2019, 39, 630-657.	5.9	42
7	Leveraging the benefits of modularity in the provision of integrated solutions: A strategic learning perspective. Industrial Marketing Management, 2018, 68, 13-24.	6.7	29
8	Servitization as reinforcement, not transformation. Journal of Service Management, 2017, 28, 662-686.	7.2	20
9	Firm boundary decisions in solution business: Examining internal vs. external resource integration. Industrial Marketing Management, 2015, 51, 171-183.	6.7	51
10	Solution business models: Transformation along four continua. Industrial Marketing Management, 2013, 42, 705-716.	6.7	140
11	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.	1.5	8
12	Service transition strategies of industrial manufacturers. Industrial Marketing Management, 2011, 40, 683-690.	6.7	132
13	Systems sales as a competitive response to the Asian challenge: Case of a global ship power supplier. Industrial Marketing Management, 2006, 35, 740-750.	6.7	10