

**Does gamification affect brand engagement and equity? A study in online brand communities.** / Xi, Nannan; Hamari, Juho.  
In: Journal of Business Research, Vol. 109, 01.03.2020, p. 449-460.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Getting the best solution from a supplier : A social capital perspective.** / Jääskeläinen, Aki; Schiele, Holger; Aarikka-Stenroos, Leena.  
In: Journal of Purchasing and Supply Management, 2020.  
Research output: Contribution to journal › Article › Scientific › peer-review

**When institutional logics meet : Alignment and misalignment in collaboration between academia and practitioners.** / Ingstrup, Mads Bruun; Aarikka-Stenroos, Leena; Adlin, Nillo.  
In: Industrial Marketing Management, 2020.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Making room to manoeuvre : How firms increase their influence with others in business networks.** / Ahola, Tuomas; Aaltonen, K.; Artto, Karlos; Lehtinen, Jere.  
In: Industrial Marketing Management, 2019.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Automatic Meter Infrastructure (AMI) as a part of flexibility market.** / Repo, Sirpa; Pylvänäinen, Jouni; Kauppinen, Markku; Repo, Sami; Jarventausta, Pertti.  
15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. 8469765 (International Conference on the European Energy Market).  
Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Comparison of innovation policies for electric vehicle business ecosystems.** / Valta, Jussi; Mäkinen, Saku; Kotilainen, Kirsi; Rautiainen, Antti; Jarventausta, Pertti.  
15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. 8469785 (International Conference on the European Energy Market).  
Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Effects of electric vehicles and heat pumps on long-term electricity consumption scenarios for rural areas in the nordic environment.** / Haakana, Juha; Haapaniemi, Jouni; Lassila, Jukka; Partanen, Jarmo; Niska, Harri; Rautiainen, Antti.  
15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. 8469937 (International Conference on the European Energy Market).  
Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Microgrids as part of electrical energy system - Pricing scheme for network tariff of DSO.** / Lummi, Kimmo; Rautiainen, Antti; Peltonen, Lasse; Repo, Sami; Jarventausta, Pertti; Rintala, Joni.  
15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. 8469965 (International Conference on the European Energy Market).  
Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Use case description of real-time control of microgrid flexibility.** / Mashlakov, Aleksei; Tikka, Ville; Honkapuro, Samuli; Partanen, Jarmo; Repo, Sami; Jarventausta, Pertti; Kulmala, Anna; Abdurafikov, Rinat; Keski-Koukkari, Antti; Aro, Matti.  
15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. 8469218 (International Conference on the European Energy Market).  
Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Remote monitoring in industrial services : need-to-have instead of nice-to-have.** / Momeni, Khadijeh; Martinsuo, Miia.  
In: Journal of Business and Industrial Marketing, Vol. 33, No. 6, 02.07.2018, p. 792-803.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Building B2B relationships via initiation contributors : Three cases from the Norwegian-South Korean international project business.** / Aarikka-Stenroos, Leena; Aaboen, Lise; Cova, Bernard; Rolfsen, Aron.  
In: Industrial Marketing Management, Vol. 68, 2018, p. 74-85.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Gamification of production and logistics operations : Status quo and future directions.** / Warmelink, Harald; Koivisto, Jonna; Mayer, Igor; Vesa, Mikko; Hamari, Juho.

In: Journal of Business Research, 2018.

Research output: Contribution to journal › Article › Scientific › peer-review

**The role of personality and motivation on key account manager job performance.** / Mahlamäki, Tommi; Rintamäki, Timo; Rajah, Edwin.

In: Industrial Marketing Management, 2018.

Research output: Contribution to journal › Article › Scientific › peer-review

**Aspects of advancement of distribution tariffs for small consumers in Finland.** / Lummi, Kimmo; Rautiainen, Antti; Järventausta, Pertti; Huhta, Kaisa; Talus, Kim; Kojo, Matti.

2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Attractiveness of demand response in the Nordic electricity market - Present state and future prospects.** / Rautiainen, A.; Koskela, J.; Vilppo, O.; Supponen, A.; Kojo, M.; Toivanen, P.; Rinne, E.; Järventausta, P.

2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Development options for distribution tariff structures in Finland.** / Honkapuro, Samuli; Haapaniemi, Jouni; Haakana, Juha; Lassila, Jukka; Belonogova, Nadezda; Partanen, Jarmo; Lummi, Kimmo; Rautiainen, Antti; Supponen, Antti; Repo, Sami; Järventausta, Pertti.

2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Understanding consumers' renewable energy behaviour beyond 'homo economicus' : An exploratory survey in four European countries.** / Kotilainen, Kirsi; Valta, Jussi; Mäkinen, Saku J.; Järventausta, Pertti.

2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Cost-causation based approach in forming power-based distribution network tariff for small customers.** / Lummi, Kimmo; Rautiainen, Antti; Järventausta, Pertti; Heine, Pirjo; Lehtinen, Jouni; Hyvärinen, Markku.

2016 13th International Conference on the European Energy Market, EEM 2016. IEEE COMPUTER SOCIETY PRESS, 2016.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**Network impacts of distribution power tariff schemes with active customers.** / Supponen, Antti; Rautiainen, Antti; Lummi, Kimmo; Järventausta, Pertti; Repo, Sami.

2016 13th International Conference on the European Energy Market, EEM 2016. IEEE COMPUTER SOCIETY PRESS, 2016.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**The role of residential prosumers initiating the energy innovation ecosystem to future flexible energy system.** / Kotilainen, Kirsi; Mäkinen, Saku J.; Järventausta, Pertti; Rautiainen, Antti; Markkula, Joni.

2016 13th International Conference on the European Energy Market, EEM 2016. IEEE COMPUTER SOCIETY PRESS, 2016.

Research output: Chapter in Book/Report/Conference proceeding › Conference contribution › Scientific › peer-review

**A network perspective on idea and innovation crowdsourcing in industrial firms.** / Simula, Henri; Ahola, Tuomas.

In: Industrial Marketing Management, Vol. 43, No. 3, 2014, p. 400-408.

Research output: Contribution to journal › Article › Scientific › peer-review

**Commercializing a radical innovation: probing the way to the market : Probing the way to the market.** / Aarikka-Stenroos, Leena; Lehtimäki, Tuula.

In: Industrial Marketing Management, Vol. 43, No. 8, 2014, p. 1372-1384.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Industrial buyers' use of references, word-of-mouth and reputation in complex buying situation.** / Aarikka-Stenroos, Leena ; Makkonen, Hannu Sakari.

In: Journal of Business and Industrial Marketing, Vol. 29, No. 4, 2014, p. 344-352.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Networks for the commercialization of innovations : A review of how divergent network actors contribute.** / Aarikka-Stenroos, Leena; Sandberg, Birgitta; Lehtimäki, Tuula.

In: Industrial Marketing Management, Vol. 43, No. 3, 2014, p. 365-381.  
Research output: Contribution to journal › Article › Scientific › peer-review

**What makes it so difficult? A systematic review on barriers to radical innovation.** / Sandberg, Birgitta; Aarikka-Stenroos, Leena.

In: Industrial Marketing Management, 2014.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Transforming homo economicus into homo ludens : A field experiment on gamification in a utilitarian peer-to-peer trading service.** / Hamari, Juho.

In: Electronic Commerce Research and Applications, Vol. 12, No. 4, 07.2013, p. 236-245.  
Research output: Contribution to journal › Article › Scientific › peer-review

**From new-product development to commercialization through networks.** / Aarikka-Stenroos, Leena; Sandberg, Birgitta.

In: Journal of Business Research, Vol. 65, No. 2, 02.2012, p. 198-206.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Narrative approach in business network process research - Implications for theory and methodology.** / Makkonen, Hannu; Aarikka-Stenroos, Leena; Olkkonen, Rami.

In: Industrial Marketing Management, Vol. 41, No. 2, 02.2012, p. 287-299.  
Research output: Contribution to journal › Article › Scientific › peer-review

**Value co-creation in knowledge intensive business services : A dyadic perspective on the joint problem solving process.** / Aarikka-Stenroos, Leena; Jaakkola, Elina.

In: Industrial Marketing Management, Vol. 41, No. 1, 01.2012, p. 15-26.  
Research output: Contribution to journal › Article › Scientific › peer-review