

Xi, Nannan ; Hamari, Juho. / **Does gamification affect brand engagement and equity? A study in online brand communities** . In: Journal of Business Research. 2020 ; Vol. 109. pp. 449-460.

Jääskeläinen, Aki ; Schiele, Holger ; Aarikka-Stenroos, Leena. / **Getting the best solution from a supplier : A social capital perspective**. In: Journal of Purchasing and Supply Management. 2020.

Ingstrup, Mads Bruun ; Aarikka-Stenroos, Leena ; Adlin, Nillo. / **When institutional logics meet : Alignment and misalignment in collaboration between academia and practitioners**. In: Industrial Marketing Management. 2020.

Ahola, Tuomas ; Aaltonen, K. ; Artto, Karlos ; Lehtinen, Jere. / **Making room to manoeuvre : How firms increase their influence with others in business networks**. In: Industrial Marketing Management. 2019.

Repo, Sirpa ; Pylvänäinen, Jouni ; Kauppinen, Markku ; Repo, Sami ; Jarventausta, Pertti. / **Automatic Meter Infrastructure (AMI) as a part of flexibility market**. 15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. (International Conference on the European Energy Market).

Valta, Jussi ; Makinen, Saku ; Kotilainen, Kirsi ; Rautiainen, Antti ; Järventausta, Pertti. / **Comparison of innovation policies for electric vehicle business ecosystems**. 15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. (International Conference on the European Energy Market).

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

Lummi, Kimmo ; Rautiainen, Antti ; Peltonen, Lasse ; Repo, Sami ; Järventausta, Pertti ; Rintala, Joni. / **Microgrids as part of electrical energy system - Pricing scheme for network tariff of DSO**. 15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. (International Conference on the European Energy Market).

Mashlakov, Aleksei ; Tikka, Ville ; Honkapuro, Samuli ; Partanen, Jarmo ; Repo, Sami ; Järventausta, Pertti ; Kulmala, Anna ; Abdurafikov, Rinat ; Keski-Koukkari, Antti ; Aro, Matti. / **Use case description of real-time control of microgrid flexibility**. 15th International Conference on the European Energy Market, EEM 2018. Vol. 2018-June IEEE COMPUTER SOCIETY PRESS, 2018. (International Conference on the European Energy Market).

Momeni, Khadijeh ; Martinsuo, Miia. / **Remote monitoring in industrial services : need-to-have instead of nice-to-have**. In: Journal of Business and Industrial Marketing. 2018 ; Vol. 33, No. 6. pp. 792-803.

Aarikka-Stenroos, Leena ; Aaboen, Lise ; Cova, Bernard ; Rolfsen, Aron. / **Building B2B relationships via initiation contributors : Three cases from the Norwegian-South Korean international project business**. In: Industrial Marketing Management. 2018 ; Vol. 68. pp. 74-85.

Warmelink, Harald ; Koivisto, Jonna ; Mayer, Igor ; Vesa, Mikko ; Hamari, Juho. / **Gamification of production and logistics operations : Status quo and future directions**. In: Journal of Business Research. 2018.

Mahlamäki, Tommi ; Rintamäki, Timo ; Rajah, Edwin. / **The role of personality and motivation on key account manager job performance**. In: Industrial Marketing Management. 2018.

Lummi, Kimmo ; Rautiainen, Antti ; Järventausta, Pertti ; Huhta, Kaisa ; Talus, Kim ; Kojo, Matti. / **Aspects of advancement of distribution tariffs for small consumers in Finland**. 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Rautiainen, A. ; Koskela, J. ; Vilppo, O. ; Supponen, A. ; Kojo, M. ; Toivanen, P. ; Rinne, E. ; Järventausta, P. / **Attractiveness of demand response in the Nordic electricity market - Present state and future prospects**. 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Honkapuro, Samuli ; Haapaniemi, Jouni ; Haakana, Juha ; Lassila, Jukka ; Belonogova, Nadezda ; Partanen, Jarmo ; Lummi, Kimmo ; Rautiainen, Antti ; Supponen, Antti ; Repo, Sami ; Järventausta, Pertti. / **Development options for distribution tariff structures in Finland**. 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Kotilainen, Kirsi ; Valta, Jussi ; Mäkinen, Saku J. ; Järventausta, Pertti. / **Understanding consumers' renewable energy behaviour beyond 'homo economicus': An exploratory survey in four European countries**. 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE, 2017.

Lummi, Kimmo ; Rautiainen, Antti ; Järventausta, Pertti ; Heine, Pirjo ; Lehtinen, Jouni ; Hyvärinen, Markku. / **Cost-causation based approach in forming power-based distribution network tariff for small customers**. 2016 13th International Conference on the European Energy Market, EEM 2016. IEEE COMPUTER SOCIETY PRESS, 2016.

Supponen, Antti ; Rautiainen, Antti ; Lummi, Kimmo ; Järventausta, Pertti ; Repo, Sami. / **Network impacts of distribution power tariff schemes with active customers**. 2016 13th International Conference on the European Energy Market, EEM 2016. IEEE COMPUTER SOCIETY PRESS, 2016.

Kotilainen, Kirsi ; Mäkinen, Saku J. ; Järventausta, Pertti ; Rautiainen, Antti ; Markkula, Joni. / **The role of residential prosumers initiating the energy innovation ecosystem to future flexible energy system**. 2016 13th International Conference on the European Energy Market, EEM 2016. IEEE COMPUTER SOCIETY PRESS, 2016.

Simula, Henri ; Ahola, Tuomas. / **A network perspective on idea and innovation crowdsourcing in industrial firms**. In: Industrial Marketing Management. 2014 ; Vol. 43, No. 3. pp. 400-408.

Aarikka-Stenroos, Leena ; Lehtimäki, Tuula. / **Commercializing a radical innovation: probing the way to the market : Probing the way to the market**. In: Industrial Marketing Management. 2014 ; Vol. 43, No. 8. pp. 1372-1384.

Aarikka-Stenroos, Leena ; Makkonen, Hannu Sakari. / **Industrial buyers' use of references, word-of-mouth and reputation in complex buying situation**. In: Journal of Business and Industrial Marketing. 2014 ; Vol. 29, No. 4. pp. 344-352.

Aarikka-Stenroos, Leena ; Sandberg, Birgitta ; Lehtimäki, Tuula. / **Networks for the commercialization of innovations : A review of how divergent network actors contribute**. In: Industrial Marketing Management. 2014 ; Vol. 43, No. 3. pp. 365-381.

Sandberg, Birgitta ; Aarikka-Stenroos, Leena. / **What makes it so difficult? A systematic review on barriers to radical innovation**. In: Industrial Marketing Management. 2014.

Hamari, Juho. / **Transforming homo economicus into homo ludens : A field experiment on gamification in a utilitarian peer-to-peer trading service**. In: Electronic Commerce Research and Applications. 2013 ; Vol. 12, No. 4. pp. 236-245.

Aarikka-Stenroos, Leena ; Sandberg, Birgitta. / **From new-product development to commercialization through networks**. In: Journal of Business Research. 2012 ; Vol. 65, No. 2. pp. 198-206.

Makkonen, Hannu ; Aarikka-Stenroos, Leena ; Olkkonen, Rami. / **Narrative approach in business network process research - Implications for theory and methodology**. In: Industrial Marketing Management. 2012 ; Vol. 41, No. 2. pp. 287-299.

Aarikka-Stenroos, Leena ; Jaakkola, Elina. / **Value co-creation in knowledge intensive business services : A dyadic perspective on the joint problem solving process**. In: Industrial Marketing Management. 2012 ; Vol. 41, No. 1. pp. 15-26.

