

- Xi, Nannan and Juho Hamari. "Does gamification affect brand engagement and equity? A study in online brand communities". *Journal of Business Research*. 2020, 109. 449-460. <https://doi.org/10.1016/j.jbusres.2019.11.058>
- Jääskeläinen, Aki, Holger Schiele, and Leena Aarikka-Stenroos. "Getting the best solution from a supplier: A social capital perspective". *Journal of Purchasing and Supply Management*. 2020. <https://doi.org/10.1016/j.pursup.2020.100648>
- Ingstrup, Mads Bruun, Leena Aarikka-Stenroos, and Nillo Adlin. "When institutional logics meet: Alignment and misalignment in collaboration between academia and practitioners". *Industrial Marketing Management*. 2020. <https://doi.org/10.1016/j.indmarman.2020.01.004>
- Ahola, Tuomas et al. "Making room to manoeuvre: How firms increase their influence with others in business networks". *Industrial Marketing Management*. 2019. <https://doi.org/10.1016/j.indmarman.2019.08.010>
- Repo, Sirpa et al. "Automatic Meter Infrastructure (AMI) as a part of flexibility market". *15th International Conference on the European Energy Market, EEM 2018*. International Conference on the European Energy Market. IEEE COMPUTER SOCIETY PRESS. 2018. <https://doi.org/10.1109/EEM.2018.8469765>
- Valta, Jussi et al. "Comparison of innovation policies for electric vehicle business ecosystems". *15th International Conference on the European Energy Market, EEM 2018*. International Conference on the European Energy Market. IEEE COMPUTER SOCIETY PRESS. 2018. <https://doi.org/10.1109/EEM.2018.8469785>
- Haakana, Juha et al. "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*. International Conference on the European Energy Market. IEEE COMPUTER SOCIETY PRESS. 2018. <https://doi.org/10.1109/EEM.2018.8469937>
- Lummi, Kimmo et al. "Microgrids as part of electrical energy system - Pricing scheme for network tariff of DSO". *15th International Conference on the European Energy Market, EEM 2018*. International Conference on the European Energy Market. IEEE COMPUTER SOCIETY PRESS. 2018. <https://doi.org/10.1109/EEM.2018.8469965>
- Mashlakov, Aleksei et al. "Use case description of real-time control of microgrid flexibility". *15th International Conference on the European Energy Market, EEM 2018*. International Conference on the European Energy Market. IEEE COMPUTER SOCIETY PRESS. 2018. <https://doi.org/10.1109/EEM.2018.8469218>
- Momeni, Khadijeh and Miia Martinsuo. "Remote monitoring in industrial services: need-to-have instead of nice-to-have". *Journal of Business and Industrial Marketing*. 2018, 33(6). 792-803. <https://doi.org/10.1108/JBIM-10-2015-0187>
- Aarikka-Stenroos, Leena et al. "Building B2B relationships via initiation contributors: Three cases from the Norwegian-South Korean international project business". *Industrial Marketing Management*. 2018, 68. 74-85. <https://doi.org/10.1016/j.indmarman.2017.09.027>
- Warmelink, Harald et al. "Gamification of production and logistics operations: Status quo and future directions". *Journal of Business Research*. 2018. <https://doi.org/10.1016/j.jbusres.2018.09.011>
- Mahlamäki, Tommi, Timo Rintamäki and Edwin Rajah. "The role of personality and motivation on key account manager job performance". *Industrial Marketing Management*. 2018. <https://doi.org/10.1016/j.indmarman.2018.11.013>
- Lummi, Kimmo et al. "Aspects of advancement of distribution tariffs for small consumers in Finland". *2017 14th International Conference on the European Energy Market, EEM 2017*. IEEE. 2017. <https://doi.org/10.1109/EEM.2017.7981937>
- Rautiainen, A. et al. "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. <https://doi.org/10.1109/EEM.2017.7981925>

Honkapuro, Samuli et al. "Development options for distribution tariff structures in Finland". *2017 14th International Conference on the European Energy Market, EEM 2017*. IEEE. 2017. <https://doi.org/10.1109/EEM.2017.7981930>

Kotilainen, Kirsi et al. "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. <https://doi.org/10.1109/EEM.2017.7981932>

Lummi, Kimmo et al. "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. <https://doi.org/10.1109/EEM.2016.7521251>

Supponen, Antti et al. "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. <https://doi.org/10.1109/EEM.2016.7521237>

Kotilainen, Kirsi et al. "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. <https://doi.org/10.1109/EEM.2016.7521325>

Simula, Henri and Tuomas Ahola. "A network perspective on idea and innovation crowdsourcing in industrial firms". *Industrial Marketing Management*. 2014, 43(3). 400-408. <https://doi.org/10.1016/j.indmarman.2013.12.008>

Aarikka-Stenroos, Leena and Tuula Lehtimäki. "Commercializing a radical innovation: probing the way to the market: Probing the way to the market". *Industrial Marketing Management*. 2014, 43(8). 1372-1384. <https://doi.org/10.1016/j.indmarman.2014.08.004>

Aarikka-Stenroos, Leena and Hannu Sakari Makkonen. "Industrial buyers' use of references, word-of-mouth and reputation in complex buying situation". *Journal of Business and Industrial Marketing*. 2014, 29(4). 344-352. <https://doi.org/10.1108/JBIM-08-2013-0164>

Aarikka-Stenroos, Leena, Birgitta Sandberg and Tuula Lehtimäki. "Networks for the commercialization of innovations: A review of how divergent network actors contribute". *Industrial Marketing Management*. 2014, 43(3). 365-381. <https://doi.org/10.1016/j.indmarman.2013.12.005>

Sandberg, Birgitta and Leena Aarikka-Stenroos. "What makes it so difficult? A systematic review on barriers to radical innovation". *Industrial Marketing Management*. 2014. <https://doi.org/10.1016/j.indmarman.2014.08.003>

Hamari, Juh. "Transforming homo economicus into homo ludens: A field experiment on gamification in a utilitarian peer-to-peer trading service". *Electronic Commerce Research and Applications*. 2013, 12(4). 236-245. <https://doi.org/10.1016/j.elerap.2013.01.004>

Aarikka-Stenroos, Leena and Birgitta Sandberg. "From new-product development to commercialization through networks". *Journal of Business Research*. 2012, 65(2). 198-206. <https://doi.org/10.1016/j.jbusres.2011.05.023>

Makkonen, Hannu, Leena Aarikka-Stenroos and Rami Olkkonen. "Narrative approach in business network process research - Implications for theory and methodology". *Industrial Marketing Management*. 2012, 41(2). 287-299. <https://doi.org/10.1016/j.indmarman.2012.01.012>

Aarikka-Stenroos, Leena and Elina Jaakkola. "Value co-creation in knowledge intensive business services: A dyadic perspective on the joint problem solving process". *Industrial Marketing Management*. 2012, 41(1). 15-26. <https://doi.org/10.1016/j.indmarman.2011.11.008>

