

Xi N, Hamari J. **Does gamification affect brand engagement and equity? A study in online brand communities.** Journal of Business Research. 2020 Mar 1;109:449-460. <https://doi.org/10.1016/j.jbusres.2019.11.058>

Jääskeläinen A, Schiele H, Aarikka-Stenroos L. **Getting the best solution from a supplier: A social capital perspective.** Journal of Purchasing and Supply Management. 2020. 100648. <https://doi.org/10.1016/j.pursup.2020.100648>

Ingstrup MB, Aarikka-Stenroos L, Adlin N. **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 T, Aaltonen K, Artto K, Lehtinen J. **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 S, Pylvänäinen J, Kauppinen M, Repo S, Järventausta P. **Automatic Meter Infrastructure (AMI) as a part of flexibility market.** In 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). <https://doi.org/10.1109/EEM.2018.8469765>

Valta J, Mäkinen S, Kotilainen K, Rautiainen A, Järventausta P. **Comparison of innovation policies for electric vehicle business ecosystems.** In 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). <https://doi.org/10.1109/EEM.2018.8469785>

Haakana J, Haapaniemi J, Lassila J, Partanen J, Niska H, Rautiainen A. **Effects of electric vehicles and heat pumps on long-term electricity consumption scenarios for rural areas in the nordic environment.** In 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). <https://doi.org/10.1109/EEM.2018.8469937>

Lummi K, Rautiainen A, Peltonen L, Repo S, Järventausta P, Rintala J. **Microgrids as part of electrical energy system - Pricing scheme for network tariff of DSO.** In 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). <https://doi.org/10.1109/EEM.2018.8469965>

Mashlakov A, Tikka V, Honkapuro S, Partanen J, Repo S, Järventausta P et al. **Use case description of real-time control of microgrid flexibility.** In 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). <https://doi.org/10.1109/EEM.2018.8469218>

Momeni K, Martinsuo M. **Remote monitoring in industrial services: need-to-have instead of nice-to-have.** Journal of Business and Industrial Marketing. 2018 Jul 2;33(6):792-803. <https://doi.org/10.1108/JBIM-10-2015-0187>

Aarikka-Stenroos L, Aaboen L, Cova B, Rolfsen A. **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 H, Koivisto J, Mayer I, Vesa M, Hamari J. **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 T, Rintamäki T, Rajah E. **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 K, Rautiainen A, Järventausta P, Huhta K, Talus K, Kojo M. **Aspects of advancement of distribution tariffs for small consumers in Finland.** In 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE. 2017 <https://doi.org/10.1109/EEM.2017.7981937>

Rautiainen A, Koskela J, Vilppo O, Supponen A, Kojo M, Toivanen P et al. **Attractiveness of demand response in the Nordic electricity market - Present state and future prospects.** In 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE. 2017 <https://doi.org/10.1109/EEM.2017.7981925>

Honkapuro S, Haapaniemi J, Haakana J, Lassila J, Belonogova N, Partanen J et al. **Development options for distribution tariff structures in Finland.** In 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE. 2017 <https://doi.org/10.1109/EEM.2017.7981930>

Kotilainen K, Valta J, Mäkinen SJ, Järventausta P. **Understanding consumers' renewable energy behaviour beyond 'homo economicus': An exploratory survey in four European countries.** In 2017 14th International Conference on the European Energy Market, EEM 2017. IEEE. 2017 <https://doi.org/10.1109/EEM.2017.7981932>

Lummi K, Rautiainen A, Järventausta P, Heine P, Lehtinen J, Hyvärinen M. **Cost-causation based approach in forming power-based distribution network tariff for small customers.** In 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 A, Rautiainen A, Lummi K, Järventausta P, Repo S. **Network impacts of distribution power tariff schemes with active customers.** In 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 K, Mäkinen SJ, Järventausta P, Rautiainen A, Markkula J. **The role of residential prosumers initiating the energy innovation ecosystem to future flexible energy system.** In 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 H, Ahola T. **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 L, Lehtimäki T. **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 L, Makkonen HS. **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 L, Sandberg B, Lehtimäki T. **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 B, Aarikka-Stenroos L. **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 J. **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 Jul;12(4):236-245. <https://doi.org/10.1016/j.elerap.2013.01.004>

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

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

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