

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

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

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

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

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

Aarikka-Stenroos, L., Aaboen, L., Cova, B., & Rolfsen, A. (2018). Building B2B relationships via initiation contributors: Three cases from the Norwegian-South Korean international project business. *Industrial Marketing Management*, 68, 74-85. <https://doi.org/10.1016/j.indmarman.2017.09.027>

Ahola, T., Aaltonen, K., Artto, K., & Lehtinen, J. (2019). Making room to manoeuvre: How firms increase their influence with others in business networks. *Industrial Marketing Management*. <https://doi.org/10.1016/j.indmarman.2019.08.010>

Haakana, J., Haapaniemi, J., Lassila, J., Partanen, J., Niska, H., & Rautiainen, A. (2018). Effects of electric vehicles and heat pumps on long-term electricity consumption scenarios for rural areas in the nordic environment. teoksessa *15th International Conference on the European Energy Market, EEM 2018* (Vuosikerta 2018-June). [8469937] (International Conference on the European Energy Market). IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2018.8469937>

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

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

Ingstrup, M. B., Aarikka-Stenroos, L., & Adlin, N. (Hyväksyty/painossa). When institutional logics meet: Alignment and misalignment in collaboration between academia and practitioners. *Industrial Marketing Management*. <https://doi.org/10.1016/j.indmarman.2020.01.004>

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

Kotilainen, K., Mäkinen, S. J., Järventausta, P., Rautiainen, A., & Markkula, J. (2016). The role of residential prosumers initiating the energy innovation ecosystem to future flexible energy system. teoksessa *2016 13th International Conference on the European Energy Market, EEM 2016* IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2016.7521325>

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

Lummi, K., Rautiainen, A., Järventausta, P., Heine, P., Lehtinen, J., & Hyvärinen, M. (2016). Cost-causation based approach in forming power-based distribution network tariff for small customers. teoksessa *2016 13th International Conference on the European Energy Market, EEM 2016* IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2016.7521251>

Lummi, K., Rautiainen, A., Järventausta, P., Huhta, K., Talus, K., & Kojo, M. (2017). Aspects of advancement of distribution tariffs for small consumers in Finland. teoksessa *2017 14th International Conference on the European Energy Market, EEM 2017* IEEE. <https://doi.org/10.1109/EEM.2017.7981937>

Lummi, K., Rautiainen, A., Peltonen, L., Repo, S., Järventausta, P., & Rintala, J. (2018). Microgrids as part of electrical energy system - Pricing scheme for network tariff of DSO. teoksessa *15th International Conference on the European Energy Market, EEM 2018* (Vuosikerta 2018-June). [8469965] (International Conference on the European Energy Market). IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2018.8469965>

Mahlamäki, T., Rintamäki, T., & Rajah, E. (2018). The role of personality and motivation on key account manager job performance. *Industrial Marketing Management*. <https://doi.org/10.1016/j.indmarman.2018.11.013>

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

Mashlakov, A., Tikka, V., Honkapuro, S., Partanen, J., Repo, S., Järventausta, P., ... Aro, M. (2018). Use case description of real-time control of microgrid flexibility. teoksessa *15th International Conference on the European Energy Market, EEM 2018* (Vuosikerta 2018-June). [8469218] (International Conference on the European Energy Market). IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2018.8469218>

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

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

Repo, S., Pylvänäinen, J., Kauppinen, M., Repo, S., & Jarventausta, P. (2018). Automatic Meter Infrastructure (AMI) as a part of flexibility market. teoksessa *15th International Conference on the European Energy Market, EEM 2018* (Vuosikerta 2018-June). [8469765] (International Conference on the European Energy Market). IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2018.8469765>

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

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

Supponen, A., Rautiainen, A., Lummi, K., Järventausta, P., & Repo, S. (2016). Network impacts of distribution power tariff schemes with active customers. teoksessa *2016 13th International Conference on the European Energy Market, EEM 2016* IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2016.7521237>

Valta, J., Mäkinen, S., Kotilainen, K., Rautiainen, A., & Järventausta, P. (2018). Comparison of innovation policies for electric vehicle business ecosystems. teoksessa *15th International Conference on the European Energy Market, EEM 2018* (Vuosikerta 2018-June). [8469785] (International Conference on the European Energy Market). IEEE COMPUTER SOCIETY PRESS. <https://doi.org/10.1109/EEM.2018.8469785>

Warmelink, H., Koivisto, J., Mayer, I., Vesa, M., & Hamari, J. (2018). Gamification of production and logistics operations: Status quo and future directions. *Journal of Business Research*. <https://doi.org/10.1016/j.jbusres.2018.09.011>

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