

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*, Vuosikerta. 43, Nro 8, Sivut 1372-1384. <https://doi.org/10.1016/j.indmarman.2014.08.004>

Aarikka-Stenroos, L & Makkonen, HS 2014, 'Industrial buyers' use of references, word-of-mouth and reputation in complex buying situation', *Journal of Business and Industrial Marketing*, Vuosikerta. 29, Nro 4, Sivut 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*, Vuosikerta. 43, Nro 3, Sivut 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*, Vuosikerta. 41, Nro 1, Sivut 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*, Vuosikerta. 65, Nro 2, Sivut 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*, Vuosikerta. 68, Sivut 74-85. <https://doi.org/10.1016/j.indmarman.2017.09.027>

Ahola, T, Aaltonen, K, Arto, 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. julkaisussa *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, 27/06/18. <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*, Vuosikerta. 12, Nro 4, Sivut 236-245. <https://doi.org/10.1016/j.elerap.2013.01.004>

Honkapuro, S, Haapaniemi, J, Haakana, J, Lassila, J, Belonogova, N, Partanen, J, Lummi, K, Rautiainen, A, Supponen, A, Repo, S & Järventausta, P 2017, Development options for distribution tariff structures in Finland. julkaisussa *2017 14th International Conference on the European Energy Market, EEM 2017*. IEEE, International Conference on the European Energy Market, 1/01/00. <https://doi.org/10.1109/EEM.2017.7981930>

Ingstrup, MB, Aarikka-Stenroos, L & Adlin, N 2020, '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*. <https://doi.org/10.1016/j.pursup.2020.100648>

Kotilainen, K, Mäkinen, SJ, Järventausta, P, Rautiainen, A & Markkula, J 2016, The role of residential prosumers initiating the energy innovation ecosystem to future flexible energy system. julkaisussa *2016 13th International Conference on the European Energy Market, EEM 2016*. IEEE COMPUTER SOCIETY PRESS, International Conference on the European Energy Market, 1/01/00. <https://doi.org/10.1109/EEM.2016.7521325>

Kotilainen, K, Valta, J, Mäkinen, SJ & Järventausta, P 2017, Understanding consumers' renewable energy behaviour beyond 'homo economicus': An exploratory survey in four European countries. julkaisussa *2017 14th International Conference on the European Energy Market, EEM 2017*. IEEE, International Conference on the European Energy Market, 1/01/00. <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. julkaisussa *2016 13th International Conference on the European Energy Market, EEM 2016*. IEEE COMPUTER SOCIETY PRESS, International Conference on the European Energy Market, 1/01/00. <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. julkaisussa *2017 14th International Conference on the European Energy Market, EEM 2017*. IEEE, International Conference on the European Energy Market, 1/01/00. <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. julkaisussa *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, 27/06/18. <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*, Vuosikerta. 41, Nro 2, Sivut 287-299. <https://doi.org/10.1016/j.indmarman.2012.01.012>

Mashlakov, A, Tikka, V, Honkapuro, S, Partanen, J, Repo, S, Järventausta, P, Kulmala, A, Abdurafikov, R, Keski-Koukkari, A & Aro, M 2018, Use case description of real-time control of microgrid flexibility. julkaisussa *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, 27/06/18. <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*, Vuosikerta. 33, Nro 6, Sivut 792-803. <https://doi.org/10.1108/JBIM-10-2015-0187>

Rautiainen, A, Koskela, J, Vilppo, O, Supponen, A, Kojo, M, Toivanen, P, Rinne, E & Järventausta, P 2017, Attractiveness of demand response in the Nordic electricity market - Present state and future prospects. julkaisussa *2017 14th International Conference on the European Energy Market, EEM 2017*. IEEE, International Conference on the European Energy Market, 1/01/00. <https://doi.org/10.1109/EEM.2017.7981925>

Repo, S, Pylvänäinen, J, Kauppinen, M, Repo, S & Järventausta, P 2018, Automatic Meter Infrastructure (AMI) as a part of flexibility market. julkaisussa *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, 27/06/18. <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*, Vuosikerta. 43, Nro 3, Sivut 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. julkaisussa *2016 13th International Conference on the European Energy Market, EEM 2016*. IEEE COMPUTER SOCIETY PRESS, International Conference on the European Energy Market, 1/01/00. <https://doi.org/10.1109/EEM.2016.7521237>

Valta, J, Makinen, S, Kotilainen, K, Rautiainen, A & Järventausta, P 2018, Comparison of innovation policies for electric vehicle business ecosystems. julkaisussa *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, 27/06/18. <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*, Vuosikerta. 109, Sivut 449-460. <https://doi.org/10.1016/j.jbusres.2019.11.058>