

# Niina Nummela

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3385317/publications.pdf>

Version: 2024-02-01

43  
papers

1,680  
citations

394421

19  
h-index

395702

33  
g-index

50  
all docs

50  
docs citations

50  
times ranked

1131  
citing authors

#	ARTICLE	IF	CITATIONS
1	The interplay of entrepreneurial and non-entrepreneurial internationalization: an illustrative case of an Italian SME. <i>International Entrepreneurship and Management Journal</i> , 2022, 18, 295-325.	5.0	14
2	Business model innovation for resilient international growth. <i>Small Enterprise Research: the Journal of SEANZ</i> , 2022, 29, 205-226.	1.9	12
3	Managing cultural specificity and cultural embeddedness when internationalizing: Cultural strategies of Japanese craft firms. <i>Journal of International Business Studies</i> , 2021, 52, 245-281.	7.3	12
4	A kaleidoscope of business network dynamics: Rotating process theories to reveal network microfoundations. <i>Industrial Marketing Management</i> , 2020, 91, 657-670.	6.7	23
5	When all doors close: Implications of COVID-19 for cosmopolitan entrepreneurs. <i>International Small Business Journal</i> , 2020, 38, 711-717.	4.8	30
6	Finding Positivity in a Merger of Equals. , 2020, , 19-50.		0
7	Capitalising on knowledge from big-science centres for internationalisation. <i>International Marketing Review</i> , 2019, 36, 108-130.	3.6	15
8	Dialogue as a source of positive emotions during cross-border post-acquisition socio-cultural integration. <i>Cross Cultural and Strategic Management</i> , 2018, 25, 183-208.	1.7	12
9	Chapter 1: A Global Mindset â€œ Still a Prerequisite for Successful SME Internationalisation?. <i>International Business and Management</i> , 2018, , 7-24.	0.1	7
10	A New Research Agenda for Managing Socio-Cultural Integration. , 2018, , 1-16.		0
11	Managing cultural embeddedness in internationalizing craft-based firms: Three cultural strategies. <i>Proceedings - Academy of Management</i> , 2018, 2018, 13431.	0.1	0
12	Internationalisation at home: The internationalisation of location-bound service SMEs. <i>Journal of International Entrepreneurship</i> , 2017, 15, 36-54.	3.0	25
13	Finding Positivity During a Major Organizational Change: In Search of Triggers of Employeesâ€™ Positive Perceptions and Feelings. <i>Research on Emotion in Organizations</i> , 2017, , 3-16.	0.1	9
14	Value Chain Management Capability in International SMEs. , 2017, , 171-193.		1
15	Value Creation in the Internationalization of SMEs. , 2017, , 1-15.		0
16	The dynamics of failure in international new ventures: A case study of Finnish and Irish software companies. <i>International Small Business Journal</i> , 2016, 34, 51-69.	4.8	68
17	The Internationalization Process Model Revisited: An Agenda for Future Research. <i>Management International Review</i> , 2016, 56, 783-804.	3.3	57
18	Opening and closing doors: The role of language in international opportunity recognition and exploitation. <i>International Business Review</i> , 2015, 24, 1082-1094.	4.8	39

#	ARTICLE	IF	CITATIONS
19	Intercultural competences and interaction schemes – Four forces regulating dyadic encounters in international business. <i>Industrial Marketing Management</i> , 2015, 48, 38-49.	6.7	28
20	Dynamic capability in a small global factory. <i>International Business Review</i> , 2014, 23, 169-180.	4.8	68
21	Strategic Decision-Making of a Born Global: A Comparative Study From Three Small Open Economies. <i>Management International Review</i> , 2014, 54, 527-550.	3.3	129
22	Analysing Culture in a Cross-Border Acquisition: An Indian-Finnish Deal in Focus. , 2012, , 191-223.		2
23	Value creation of an internationalizing entrepreneurial firm. <i>Journal of Small Business and Enterprise Development</i> , 2011, 18, 556-570.	2.6	46
24	Forging the Link between Business Model and Value Chain Constructs in the Context of an Internationalizing Entrepreneurial Firm – A Case Study. , 2011, , 163-176.		2
25	Why do some international new ventures become global start-ups? An exploratory study of the Finnish ICT industry. <i>Progress in International Business Research</i> , 2009, , 21-40.	0.4	1
26	The Challenge of Accelerated International Growth: A Focus on Winners and Losers in the Finnish Software Sector. , 2009, , 126-147.		1
27	Strategic orientations of born globals – Do they really matter?. <i>Journal of World Business</i> , 2008, 43, 158-170.	7.7	220
28	The role of trust and contracts in the internationalization of technology-intensive Born Globals. <i>Journal of Engineering and Technology Management - JET-M</i> , 2008, 25, 123-135.	2.7	78
29	Market orientation and internationalisation in small software firms. <i>European Journal of Marketing</i> , 2008, 42, 1294-1315.	2.9	43
30	What Makes Export Co-Operation Tick? Analysing the Role of Commitment in Finnish Export Circles. <i>Journal of Euromarketing</i> , 2007, 16, 23-35.	0.0	3
31	Qualitative research methods in international entrepreneurship: Introduction to the special issue. <i>Journal of International Entrepreneurship</i> , 2007, 4, 133-136.	3.0	14
32	Mixed methods in international business research: A value-added perspective. <i>Management International Review</i> , 2006, 46, 439-459.	3.3	196
33	Network management the key to the successful rapid internationalisation of the small software firm?. <i>International Journal of Entrepreneurship and Innovation Management</i> , 2006, 6, 554.	0.1	12
34	Change in SME internationalisation: an Irish perspective. <i>Journal of Small Business and Enterprise Development</i> , 2006, 13, 562-583.	2.6	50
35	International Growth Orientation of Knowledge-Intensive SMES. <i>Journal of International Entrepreneurship</i> , 2005, 3, 5-18.	3.0	71
36	Rapidly with a Rifle or more Slowly with a Shotgun? Stretching the Company Boundaries of Internationalising ICT Firms. <i>Journal of International Entrepreneurship</i> , 2004, 2, 275-288.	3.0	28

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37	From temporary support to systematic resource development: expert services from an SME perspective. <i>Journal of Small Business and Enterprise Development</i> , 2004, 11, 233-243.	2.6	14
38	A Global Mindset – A Prerequisite for Successful Internationalization?. <i>Canadian Journal of Administrative Sciences</i> , 2004, 21, 51-64.	1.5	272
39	First the Sugar, Then the Eggs . . . Or the Other Way Round? Mixing Methods in International Business Research. , 2004, , .		5
40	Three Case Studies from Finland. , 2004, , .		2
41	Looking through a prism – multiple perspectives to commitment to international R&D collaboration. <i>Journal of High Technology Management Research</i> , 2003, 14, 135-148.	4.9	27
42	Market Orientation for the Public Sector Providing Expert Services for SMEs. <i>International Small Business Journal</i> , 1998, 16, 69-83.	4.8	20
43	Value Generation Through Public Procurement of Innovative Earth Observation Applications: Service-Dominant Logic Perspective. <i>New Space</i> , 0, , .	0.8	0