

Magnus Hellström

List of Publications by Year in descending order

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42
papers

1,153
citations

623734

14
h-index

395702

33
g-index

44
all docs

44
docs citations

44
times ranked

867
citing authors

#	ARTICLE	IF	CITATIONS
1	Defining uncertainty in projects – a new perspective. International Journal of Project Management, 2008, 26, 73-79.	5.6	335
2	The value of trust in project business. International Journal of Project Management, 2010, 28, 117-129.	5.6	87
3	Collaboration mechanisms for business models in distributed energy ecosystems. Journal of Cleaner Production, 2015, 102, 226-236.	9.3	81
4	Business models for industrial ecosystems: a modular approach. Journal of Cleaner Production, 2012, 29-30, 246-254.	9.3	68
5	Performance-based and functional contracting in value-based solution selling. Industrial Marketing Management, 2016, 59, 37-49.	6.7	63
6	Circular business models for lithium-ion batteries - Stakeholders, barriers, and drivers. Journal of Cleaner Production, 2021, 317, 128393.	9.3	56
7	Impact of services on project business. International Journal of Project Management, 2008, 26, 497-508.	5.6	55
8	Project business concepts based on modularity – improved manoeuvrability through unstable structures. International Journal of Project Management, 2005, 23, 392-397.	5.6	49
9	Services in project-based firms – Four types of business logic. International Journal of Project Management, 2009, 27, 113-122.	5.6	46
10	Integration as a project management concept: A study of the commissioning process in industrial deliveries. International Journal of Project Management, 2007, 25, 714-721.	5.6	38
11	Project governance and path creation in the early stages of Finnish nuclear power projects. International Journal of Project Management, 2013, 31, 712-723.	5.6	37
12	Embracing uncertainty in value-based selling by means of design thinking. Industrial Marketing Management, 2017, 65, 59-75.	6.7	37
13	Governance of Projects: Generating value by linking projects with their permanent organisation. International Journal of Project Management, 2019, 37, 652-667.	5.6	31
14	Projects in the Business Ecosystem: The Case of Short Sea Shipping and Logistics. Project Management Journal, 2019, 50, 195-209.	4.3	15
15	Navigating uncharted waters: Designing business models for virtual and augmented reality companies in the medical industry. Journal of Engineering and Technology Management - JET-M, 2021, 59, 101614.	2.7	15
16	Solution business models based on functional modularity – the case of complex capital goods. Journal of Service Management, 2014, 25, 654-676.	7.2	14
17	Replication of industrial ecosystems: the case of a sustainable biogas-for-traffic solution. Journal of Cleaner Production, 2015, 98, 123-132.	9.3	12
18	Bridging strategic and operational issues for project business through managing trust. International Journal of Managing Projects in Business, 2010, 3, 422-442.	2.5	11

#	ARTICLE	IF	CITATIONS
19	Towards value-driven strategies in pricing IT solutions. <i>Journal of Revenue and Pricing Management</i> , 2017, 16, 91-105.	1.1	11
20	SERVICE-ORIENTED BUSINESS MODELS IN MANUFACTURING IN THE DIGITAL ERA: TOWARD A NEW TAXONOMY. <i>International Journal of Innovation Management</i> , 2020, 24, 2040002.	1.2	11
21	Integrating the customer as part of systems integration. <i>International Journal of Managing Projects in Business</i> , 2010, 3, 197-215.	2.5	10
22	Creating value through autonomous shipping: an ecosystem perspective. <i>Maritime Economics and Logistics</i> , 2022, 24, 255-277.	4.0	10
23	The value of project execution services: a problem and uncertainty perspective. <i>Construction Management and Economics</i> , 2016, 34, 272-285.	3.0	7
24	Creating value through product-service-software systems in institutionalized ecosystems – The case of autonomous ships. <i>Industrial Marketing Management</i> , 2021, 99, 16-27.	6.7	7
25	Identifying the role of business accelerators in the developing business ecosystem: the life science sector. <i>European Journal of Innovation Management</i> , 2021, 24, 1459-1479.	4.6	6
26	The importance of financial resources and ownership of intellectual property rights for university spin-offs: the cases of Finland and Sweden. <i>Journal of Small Business and Enterprise Development</i> , 2020, 27, 1125-1147.	2.6	5
27	Managing passenger flows for seaborne transportation during COVID-19 pandemic. <i>Journal of Travel Medicine</i> , 2021, 28, .	3.0	5
28	A Framework for Ecosystemic Strategizing and Change. , 2017, , 275-301.		4
29	Transformative Business Studies: Technology Transfer in the Social Sciences. <i>Technology and Innovation</i> , 2017, 19, 537-552.	0.2	4
30	Innovations in veterinary markets: opinion leaders™ social capital. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 1-14.	3.0	3
31	Sustainable Infrastructure Projects: Systemic versus Traditional Delivery Models. <i>Sustainability</i> , 2021, 13, 6273.	3.2	3
32	Customer perceptions of COVID-19 countermeasures on passenger ships during the pandemic. <i>Transportation Research Interdisciplinary Perspectives</i> , 2022, 13, 100518.	2.7	3
33	Leading Human Values in Complex Environments. , 2017, , 47-62.		2
34	Managing projects through reflection. , 2005, , 181-195.		2
35	Is There Business Potential for Sustainable Shipping? Price Premiums Needed to Cover Decarbonized Transportation. <i>Sustainability</i> , 2022, 14, 5888.	3.2	2
36	Struggling with conservatism: entrepreneurs' challenges in business model design. <i>International Journal of Value Chain Management</i> , 2021, 12, 45.	0.2	1

#	ARTICLE	IF	CITATIONS
37	The Service Configurator – How to Optimally Split Project Scopes. , 2017, , 219-236.		1
38	Climate change and the governance of the Baltic Sea environment. Journal of Baltic Studies, 2022, 53, 65-84.	0.4	1
39	Managerial Tools and the Network-as-Practice Perspective. , 2017, , 323-339.		1
40	The Features of Performance Measurement Systems in Value-Based Selling. , 2021, , 149-163.		0
41	Introduction to Part III – Moving Toward Mutual Benefits and Increased Total Value. , 2017, , 199-203.		0
42	A Tool for Increased Cognitive Ergonomics in Operative Supplier Selection in a Global Context. , 2017, , 177-196.		0