

## LIST OF PUBLICATIONS

### Theses published in Finland:

Puumalainen, Kaisu (2002) *Global Diffusion of Innovations in Telecommunications: Effects of Data Aggregation and Market Environment*. Acta Universitatis Lappeenrantaensis, 143. LTKK/Digipaino. Lappeenranta

Puumalainen, Kaisu (1998) *Work Values and Attitudes of Entrepreneurs and Managers*. Licentiate's Thesis. Lappeenranta University of Technology. Department of Industrial Engineering and Management.

Marttila, Kaisu (1991) *Perceived Success Factors of Entrepreneurs in the U.S., Canada, Finland, and Sweden*. Master's Thesis. Lappeenranta University of Technology. Department of Industrial Engineering and Management. (in Finnish: Pienyrittäjien menestysodotusten taustatekijät Yhdysvalloissa, Kanadassa, Suomessa ja Ruotsissa)

### Articles in international scientific refereed journals:

Pätäri, Satu, Puumalainen, Kaisu, Jantunen, Ari, and Sandström, Jaana (forthcoming) The Interface of Energy and Forest Sectors – Potential Players in the Bioenergy Business, *International Journal of Production Economics*, Vol. x, No. x:xxx-xxx.

Tanninen, Kati, Puumalainen, Kaisu, and Sandström, Jaana (forthcoming) The power of TQM – analysis of its effects on profitability, productivity, and customer satisfaction. *Total Quality Management & Business Excellence*, Vol. x, No. x:xxx-xxx.

Ellonen, Riikka, Blomqvist, Kirsimarja, Puumalainen, Kaisu, and Jantunen, Ari (forthcoming 2009) HRM practices, innovativeness and performance – the mediating role of organizational trust. *International Journal of Learning and Intellectual Capital*. Vol. 6, No. x:

Saarenketo, Sami, Puumalainen, Kaisu, Kuivalainen, Olli, and Kyläheiko, Kalevi (2009) Knowledge-based view on new venture growth. *European Business Review*, Vol. 21, No. 6: xx-xx (forthcoming).

Winter, Susanna, Frank, Lauri, Puumalainen, Kaisu, and Sundqvist, Sanna (2009) The effects of network externalities on diffusion of innovations. *Romanian Marketing Review*, Vol. 4, No. 1:92-113.

Jantunen, Ari, Puumalainen, Kaisu, and Hurmelinna-Laukkanen, Pia (2008) Knowledge Sharing and Innovation Performance. *Journal of Information and Knowledge Management*, Vol. 7, No. 3:187-195.

Tuppura, Anni, Saarenketo, Sami, Puumalainen, Kaisu, Jantunen, Ari, and Kyläheiko, Kalevi (2008) Linking knowledge, entry timing and internationalization strategy. *International Business Review*, Vol.17, No.4:473-487.

Saarenketo, Sami, Puumalainen, Kaisu, Kyläheiko, Kalevi, and Kuivalainen, Olli (2008) Linking knowledge and internationalization in small and medium-sized enterprises in the ICT sector. *Technovation - The International Journal of Technological Innovation, Entrepreneurship and Technology Management*, Vol.28, No.9:591-601.

Ruokonen, Mika, Nummela, Niina, Puumalainen, Kaisu and Saarenketo, Sami (2008) Market creation for radical innovation – an empirical analysis. *International Journal of Technology Marketing*, Vol. 3, No. 2: 97-115.

Ruokonen, Mika, Nummela, Niina, Puumalainen, Kaisu and Saarenketo, Sami (2008) Market orientation and internationalisation in small software firms. *European Journal of Marketing*, Vol.42, No.11/12:1294-1315.

Hurmelinna-Laukkanen, Pia and Puumalainen, Kaisu (2007) Formation of the appropriability regime – Strategic and practical considerations. *Innovation: Management, Policy & Practice*. Vol. 9, No. 1: 2-13.

Jantunen, Ari, Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (2008) Strategic Orientations of Born Globals – Do they really matter? *Journal of World Business*. Vol 43, No.2:158-170.

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Tuppura, Anni, Hurmelinna-Laukkanen, Pia, Jantunen, Ari, Puumalainen, Kaisu, and Kyläheiko, Kalevi (2007) Winning by timely market entry? *International Journal of Technology Marketing*, Vol. 2, No.4:331-347.

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Ellonen, Riikka, Blomqvist, Kirsimarja, and Puumalainen, Kaisu (2008) The Role of Trust in Organizational Innovativeness. *European Journal of Innovation Management*. Vol. 11, No.2:160-181

Hurmelinna, Pia and Puumalainen, Kaisu (2007) Nature and Dynamics of Appropriability – Strategies for Appropriating Returns on Innovation. *R&D Management*. Vol. 37, No.2:95-112.

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Hallikas, Jukka, Puumalainen, Kaisu, Vesterinen, Toni, and Virolainen, Veli-Matti (2005) Collaborative Learning and Risk Management in Supplier Relationships. *Journal of Purchasing and Supply Management*, Vol. 11, No. 2-3: 72-82. **Best paper award**

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Ilonen, Jarmo, Kämäräinen, Joni-Kristian, Puumalainen, Kaisu, Sundqvist, Sanna, and Kälviäinen, Heikki (2006) Toward Automatic Forecasts for Diffusion of Innovations. *Technological Forecasting and Social Change*, Vol.73, No.2: 182-198.

Cadogan, John, Sundqvist, Sanna, Salminen, Risto, and Puumalainen, Kaisu (2005) Export Marketing, Interfunctional Interactions, and Performance Consequences. *Journal of the Academy of Marketing Science*, Vol.33, No.4: 520-535.

Nummela, Niina, Saarenketo, Sami and Puumalainen, Kaisu (2004) Rapidly with a Rifle or more Slowly with a Shotgun? Stretching the Company Boundaries of

Internationalising ICT Firms. *Journal of International Entrepreneurship*, Vol.2, No.4:275-288.

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Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (2005) International Growth Orientation of Knowledge-Intensive SMEs. *Journal of International Entrepreneurship*, Vol. 3, No.1:5-18.

Nummela, Niina, Saarenketo, Sami, and Puumalainen, Kaisu (2004) A Global Mindset – A Prerequisite For Successful Internationalisation? *Canadian Journal of Administrative Sciences*, Vol.21, No. 1:51-64.

Kuivalainen, Olli, Sundqvist, Sanna, Puumalainen, Kaisu, and Cadogan, John (2004) The Effect of Environmental Turbulence and Leader Characteristics on International Performance: Are Knowledge-Based Firms Different? *Canadian Journal of Administrative Sciences*, Vol. 21, No. 1:35-50. **Outstanding paper award**

Saarenketo, Sami , Puumalainen, Kaisu, Kuivalainen, Olli, and Kyläheiko, Kalevi (2004) Dynamic Knowledge-Related Learning Processes in Internationalizing High-Tech SMEs. *International Journal of Production Economics*, Vol.89, No.3: 363-378.

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Kärkkäinen, Hannu, Piippo, Petteri, Puumalainen, Kaisu and Tuominen, Markku. (2001) Assessment of Hidden and Future Customer Needs in Finnish Business-to-business Companies. *R&D Management*, Vol. 31, No. 4: 391-407, ISSN 0033-6807

Sundqvist, Sanna, Puumalainen, Kaisu, Salminen, Risto T., and Cadogan, John W. (2000) The Interaction Between Market Orientation, Industry Environment and Business Success: Evidence from an Exporting Context. *Australasian Marketing Journal*. Vol.8, No.1: 55-69. ISSN 1320-1646

### **Articles in international refereed books:**

Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (forthcoming) Why do some international new ventures become global start-ups? An exploratory study of the Finnish ICT industry. Larimo, J. and Vissak, T. (eds.) *Research on knowledge, innovation and internationalization*. Emerald Group Publishing.

Nummela, Niina, Saarenketo, Sami, and Puumalainen, Kaisu (2009) A Global Mindset – A Prerequisite For Successful Internationalisation? McNaughton, R. B. and Bell, J.D. (eds.) *Entrepreneurship and Globalization*. Vol. 4. SAGE Publications Ltd.

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Kuittinen, Hanna & Puumalainen, Kaisu & Jantunen, Ari. R&D intensity and firm performance – sectoral differences, 2008, p. 39-54, *Management of technology innovation and value creation*, Sherif, M.H.; Khalil, T.M. (eds.), World Scientific Publishing, ISBN 978-981-279-053-8.

Saarenketo Sami, Puumalainen Kaisu and Kyläheiko Kalevi (2007) A Knowledge Based View of R&D Collaboration – Experiences of Finnish ICT SMEs. In: M.H. Sherif and T. Khalil (Editors): *Management of Technology: New Directions in Technology Management*. Elsevier: Oxford, pp. 45-59.

Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (2005). Antecedents of International Growth Orientation of Knowledge-Intensive SMEs. Würth, Reinhold, Gaul, Wolfgang, and Jung, Viktor (Eds.) *The Entrepreneurship – Innovation – Marketing Interface*, Künzelsau: Swiridoff Verlag: 263-278.

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Puumalainen, Kaisu (2004) Predicting the Global Diffusion of Internet Usage – Effects of Market Environment. In: Y. Hosni and T.Khalil (Eds.): *Internet Economy: Opportunities and Challenges for Developed and Developing Regions of the World*. Elsevier Science: 15-26.

Saarenketo, Sami, Kuivalainen, Olli, Puumalainen, Kaisu, and Kyläheiko, Kalevi (2004) Effects of Technological Knowledge on International Performance – Evidence from Infocom SMEs. In: Y. Hosni and T. Khalil (Eds.): *Internet Economy: Opportunities and*

*Challenges for Developed and Developing Regions of the World*. Elsevier Science: 391-406

Kuivalainen, Olli, Kyläheiko, Kalevi, Puumalainen, Kaisu and Saarenketo, Sami. (2003) Knowledge-based view on internationalization: Finnish Telecom software suppliers as an example. In: M. von Zedtwitz, G. Haour, T. Khalil, L. Lefebvre (Eds): *Management of Technology: Growth through Business, Innovation and Entrepreneurship*. Pergamon Press: Oxford, pp. 239 – 264

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Hujala, Maija, Puumalainen, Kaisu, Tuppur, Anni, and Toppinen, Anne (2009) Trends in the Use of Recovered Fiber – Role of Institutional and Market Factors. TAPPI Engineering, Pulping, Environmental Conference, October 11-14, Memphis, TN

Hurmelinna-Laukkanen, Pia, Puumalainen, Kaisu, and Saarenketo, Sami (2009) Safeguarding innovations in international business. 10th Vaasa Conference on International Business, August 23-25, Vaasa.

Henttonen, Kaisa, Janhonen, Minna, Johanson, Jan-Erik, and Puumalainen, Kaisu (2009) Demographic antecedents and performance consequences of social network structure in work teams, *EURAM 2009, Renaissance and Renewal in Management Studies*, May 11 - 14, Liverpool, UK.

Henttonen, Kaisa, Janhonen, Minna, Johanson, Jan-Erik, and Puumalainen, Kaisu (2009) Work-team network structure and performance: the impact of instrumental and expressive social ties, *Workshop on Information and Organisation Design*, April 20-21, Brussels.

Nummela, Niina, Puumalainen, Kaisu, And Saarenketo, Sami (2009) Strategic Decision-Making Of Internationalising High Tech Firms. A Path Dependency Point Of View, AIB UK Conference, April 2-4, Glasgow, UK.

Kyläheiko, Kalevi, Jantunen, Ari, Puumalainen, Kaisu, Saarenketo, Sami, and Tuppur, Anni (2009) Innovation and Internationalization as Growth Strategies: Role of Technological Capabilities and Appropriability. AIB UK Conference, April 2-4, Glasgow, UK.

Hurmelinna-Laukkanen, Pia, Puumalainen, Kaisu, and Saarenketo, Sami (2009) Appropriability in Internationalization. AIB UK Conference, April 2-4, Glasgow, UK.

Nummela, Niina & Puumalainen, Kaisu & Saarenketo, Sami. Why Some International New Ventures Become Global Start-ups? Exploratory Study of Finnish ICT Industry, 2008, 34th Annual EIBA Conference, December 11-13, Tallinn, Estonia.

Saarenketo, Sami & Nummela, Niina & Paavilainen, Eriikka & Puumalainen, Kaisu The Role of Prior Experience and Education in the Internationalization of Knowledge-intensive Firms., 2008, RENT XXII - Research in Entrepreneurship and Small Business Conference, November 20-21, Covilhã, Portugal.

Kyläheiko, Kalevi & Jantunen, Ari & Puumalainen, Kaisu & Luukka, Pasi On the power of knowledge assets: some tentative simulations, 2008, 28th Annual International Conference of Strategic Management Society, Cologne, Germany, October 12-15, 2008.

Sundqvist, Sanna & Kyläheiko, Kalevi & Puumalainen, Kaisu & Kuivalainen, Olli On Measuring International Entrepreneurial Orientation In Turbulent Environments – A Multidimensional Interpretation., 2008, p. -, UK AIB Conference, 28-29 March, 2008, Portsmouth, U.K.

Kyläheiko, Kalevi, Jantunen, Ari, Puumalainen, Kaisu and Luukka Pasi. (2008) Value of Knowledge – Simulation of Technology Strategies in Different Knowledge Regimes. 15<sup>th</sup> International Working Seminar on Production Economics. March 3-7, Innsbruck, Austria.

Pätäri, Satu, Puumalainen, Kaisu, Jantunen, Ari and Sandström, Jaana (2008) The Interface of Energy and Forest Sectors – The Potential Players in the Bioenergy Game. 15<sup>th</sup> International Working Seminar on Production Economics. March 3-7, Innsbruck, Austria.

Sundqvist, Sanna, Kyläheiko, Kalevi, Puumalainen, Kaisu, and Kuivalainen, Olli (2007) International entrepreneurial orientation profiles: identification, antecedents and consequences. McGill International Entrepreneurship Conference, September 27-30, Los Angeles, U.S..

Kuivalainen, Olli, Saarenketo, Sami, Sengupta, Sanjit and Puumalainen, Kaisu (2007) Internationalization of ICT SMEs from a Contingency Perspective. Vaasa Conference on International Business, 19-21 August, Vaasa, Finland.

Kuittinen, Hanna, Jantunen, Ari, Puumalainen, Kaisu, and Kyläheiko, Kalevi (2007) Coping with uncertainty and complexity - Exploration and exploitation in R&D. R&D Management Conference 2007, 4-6 July, Bremen, Germany.

Soininen, Liisa, Kuittinen, Hanna, Jantunen, Ari and Puumalainen, Kaisu (2007) Growth and Profitability Impact of Alliances - An Empirical Analysis of Two Industry Sectors. IAMOT Conference. May 13-17. Miami, Florida.

Kuittinen, Hanna, Puumalainen, Kaisu, and Jantunen, Ari (2007) Effect of R&D Intensity on Firm Performance: Sectoral Differences. IAMOT Conference. May 13-17. Miami, Florida.

Hurmelinna-Laukkanen, Pia and Puumalainen, Kaisu (2007) Expropriability and innovation – the interaction of the appropriability regime and absorptive capacity. EURAM Conference, 16-19 May, Paris, France.

Ruokonen, Mika, Nummela, Niina, Puumalainen, Kaisu and Saarenketo, Sami (2006) Creating the market for radical ICT innovations. EIBA Conference, December 7-9, Fribourg, Switzerland.

Hurmelinna-Laukkanen, Pia and Puumalainen, Kaisu (2006) Formation of the appropriability regime – Strategic and practical considerations. SMS conference, October 29 - November 1, Vienna, Austria

Tuppura, Anni, Saarenketo, Sami, Puumalainen, Kaisu, Jantunen, Ari, and Kyläheiko, Kalevi (2006) Linking knowledge, entry timing and international entrepreneurship. Fifth Biennial McGill Conference on NEW FRONTIERS IN INTERNATIONAL ENTREPRENEURSHIP, September 15 - 17, McGill University, Montreal, Canada

Ruokonen, Mika, Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (2006) Market orientation and internationalisation of small software firms. Fifth Biennial McGill Conference on NEW FRONTIERS IN INTERNATIONAL ENTREPRENEURSHIP, September 15 - 17, McGill University, Montreal, Canada

Jantunen, Ari, Puumalainen, Kaisu, Kyläheiko, Kalevi, and Pohjola, Mikko (2006) Competition and Dynamic Capability Based Innovation Performance at Industry Level. EuroMOT Conference, September 10-12, Birmingham, UK

Jantunen, Ari, Puumalainen, Kaisu, and Hurmelinna-Laukkanen, Pia (2006) Knowledge Sharing and Innovation Performance. 13<sup>th</sup> International Product Development Management Conference, June 11-13, Milan, Italy.

Ellonen, Riikka, Blomqvist, Kirsimarja, Puumalainen, Kaisu, and Jantunen, Ari (2006) HRM practices, innovativeness and performance – the mediating role of organizational trust, 13<sup>th</sup> International Product Development Management Conference, June 11-13, Milan, Italy.

Välikauppi, Suvi, Kuittinen, Hanna, and Puumalainen, Kaisu (2006) Global fiber flows in the pulp and paper industry – a gravity model approach. IAMOT Conference, May 22-26, Beijing, China.

Saarenketo, Sami, Puumalainen, Kaisu, Kyläheiko, Kalevi, and Kuivalainen, Olli (2006) Linking knowledge and internationalization in ICT SMEs. IAMOT Conference, May 22-26, Beijing, China.

Ellonen, Riikka, Blomqvist, Kirsimarja, and Puumalainen, Kaisu (2006) The Role of Trust in Organizational Innovativeness. Innovation Pressure – International ProACT Conference. March 15-17, Tampere, Finland.

Ellonen, Riikka, Blomqvist, Kirsimarja, and Puumalainen, Kaisu (2005) Organizational Culture, Trust, and Innovativeness – How do trust and innovativeness vary in different types of organizational cultures? 3<sup>rd</sup> EIASM workshop on trust within and between organizations. October 27-28, Amsterdam, Netherlands

Jantunen, Ari, Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (2005) Strategic Orientations and Internationalisation. Proceedings of the 8<sup>th</sup> McGill International Entrepreneurship Conference, 15-17 September, Uddevalla, Sweden. **Best paper candidate and honorary mention.**

Hurmelinna, Pia and Puumalainen, Kaisu (2005) The Dynamics of Appropriability Regimes. Proceedings of the DRUID Tenth Anniversary Summer Conference, June 27-29, Copenhagen, Denmark

Tuppura, Anni, Hurmelinna Pia, Jantunen, Ari, and Puumalainen, Kaisu (2005) The Influence of Appropriability Conditions on the Firm's Entry Timing Orientation. Proceedings of EURAM 2005 Conference, May 4-7, Munich, Germany

Kuivalainen, Olli, Saarenketo, Sami, and Puumalainen, Kaisu (2005) International Pathways Revisited - Towards a Longitudinal Analysis of Knowledge-Intensive SMEs. Proceedings of 32<sup>nd</sup> Annual Conference, UK Chapter, Academy of International Business, April 8-9, Bath, UK.

Jussila, Iiro and Puumalainen, Kaisu (2005) Psychological Ownership in Organizations: Predictors of Ownership Feelings for Physical, Social, and Cultural Dimensions of Organization. Proceedings of Midwest Academy of Management 48<sup>th</sup> Annual Meeting, March 31- April 2, Chicago, IL.

Kivistö, Timo, Puumalainen, Kaisu, Tervonen, Antero, and Virolainen, Veli-Matti (2005) The scope of purchasing – framework for monetary analysis. Proceedings of the 14<sup>th</sup> Annual IPSERA Conference, March 20-23, Archamps, France.

Hallikas, Jukka, Puumalainen, Kaisu, Vesterinen, Toni, and Virolainen, Veli-Matti (2005) Collaborative Learning And Risk Management In Supplier Relationships. Proceedings of the 14<sup>th</sup> Annual IPSERA Conference, March 20-23, Archamps, France.

Nummela, Niina, Puumalainen, Kaisu, Ruokonen, Mika and Saarenketo, Sami (2004) The Role of Customer Orientation in the Internationalisation of Small Software Firms. Proceedings of the 30<sup>th</sup> Annual EIBA Conference, December 5-8, Ljubljana, Slovenia

Kuivalainen, Olli, Puumalainen, Kaisu, Taalikka, Sanna, and Kyläheiko, Kalevi (2004) Organisational capabilities and internationalisation of the small and medium-sized information and communications technology firms. Proceedings of the 4<sup>th</sup> Biennial McGill Conference on International Entrepreneurship, September 17 – 20, Montreal, Canada

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Ruokonen, Mika, Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami (2004) Network Management – The Key to Successful Rapid Internationalisation of a Small Software Firm? Proceedings of the 4<sup>th</sup> Biennial McGill Conference on International Entrepreneurship, September 17 – 20, Montreal, Canada

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Miettinen, Asko, Lehtomaa, Ahti and Puumalainen, Kaisu (2004) From the Dawn of a Market Economy to the Membership of the European Union: A Follow-Up Study of the Motivations and Support Services of Estonian Entrepreneurs. NCSB2004, 13<sup>th</sup> Nordic Conference on Small Business Research, June 10-12, Tromsø, Norway

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Lindqvist, Jani and Puumalainen, Kaisu (2003) Effects of Data Aggregation on the Forecasting Accuracy of Diffusion Models. ANZMAC 2003 Conference, December 1-2, Adelaide, Australia.

Laaksonen, Petteri, Bergman, Jukka-Pekka, Tervonen, Antero, Puumalainen, Kaisu, and Suojapelto, Kimmo (2003) Foresight into the Mobile Internet Game. 8th International Workshop on Mobile Multimedia Communications, October 6-8, Munich, Germany.

Nummela, Niina, Puumalainen, Kaisu, and Saarenketo, Sami. (2003) International Growth Orientation of Knowledge-Intensive Small Firms. 6th McGill Conference on International Entrepreneurship, September 19-22, Londonderry, Ireland.

Nummela, Niina, Saarenketo, Sami, and Puumalainen, Kaisu. (2003) Core Competence and Co-Operation of Rapidly Internationalising SMEs. 7th Vaasa Conference on International Business, August 24-26, Vaasa, Finland.

Frank, Lauri, Puumalainen, Kaisu and Sundqvist, Sanna (2003) The Effect of Network Externalities on Diffusion: Comparison of Diffusion Processes of Innovations. Proceedings of EMAC conference. May 20-23, Glasgow, Scotland.

Nummela, Niina, Saarenketo, Sami and Puumalainen, Kaisu (2003) Stretching Company Boundaries of Rapid Internationalizers. Proceedings of Conference in Entrepreneurship in European Context, March 6-7. Madrid, Spain. **Best paper award.**

Petteri Laaksonen, Kaisu Puumalainen, Kimmo Suojapelto, Antero Tervonen (2003) Players In The Emerging Mobile Internet. Proceedings of IAMOT Conference, May 13-15, Nancy, France.

Sami Saarenketo, Kaisu Puumalainen, Kalevi Kyläheiko (2003) Dynamic Technological Capabilities And Firm Performance: Experiences from the Finnish ICT SME'S. Proceedings of IAMOT Conference, May 13-15, Nancy, France.

Kuivalainen, Olli, Saarenketo, Sami, Puumalainen, Kaisu, Taalikka Sanna and Kyläheiko Kalevi (2003) Effect of Internal Capabilities on Internationalisation of the Small Information and Communication Technology Firms. Proceedings of OKLC Conference, April, Barcelona, Spain.

Sundqvist, Sanna, Frank, Lauri, Puumalainen, Kaisu and Kämäräinen, Joni. (2002) Forecasting the Critical Mass of Wireless Communications. Proceedings of ANZMAC 2002 Conference, editors: Robin N Shaw, Stewart Adam, Heath McDonald, (CD-ROM) December 2-4. Melbourne, Australia. ISBN 0 7300 2562 4, 7 pages

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