

LIST OF PUBLICATIONS, Kaisu Puumalainen 5.9.2011

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:

Saarenketo, Sami, Puumalainen, Kaisu, Kyläheiko, Kalevi, and Jantunen, Ari (forthcoming) Technological Capabilities and Firm Performance: Empirical Results from Finnish ICT SMEs. *International Journal of Technology Marketing* (accepted 5.9.2011)

Soininen Juha, Martikainen Minna, Puumalainen Kaisu, Kyläheiko Kalevi (forthcoming) Entrepreneurial orientation: growth and profitability of Finnish small and medium-sized enterprises. *International Journal of Production Economics*. (accepted 25.5.2011)

Sjögren, Helena, Syrjä, Pasi, and Puumalainen, Kaisu (forthcoming 2011) What does the owner-manager want and get out of the business? *International Journal of Law and Management*, Vol. 53, No.x (October):xxx-xxx. (accepted 6.5.2011)

Hurmelinna-Laukkanen, Pia and Puumalainen, Kaisu. (forthcoming) Innovation performance in the shadow of expropriability - Interplay of the appropriability regime and competitors' absorptive capacity. *International Journal of Innovation and Technology Management* (accepted 27.4.2011)

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- Li, Ning, Toppinen, Anne, Tuppuraa, Anni, Puumalainen, Kaisu and Hujala, Maija (2011) Determinants of sustainability disclosure in the global forest industry. *Electronic Journal of Business Ethics and Organization Studies*, Vol. 16, No.1:33-40.
- Tanninen, Kati, Puumalainen, Kaisu and Sandström, Jaana (2011) Who achieves continuous improvement? – TQM implementation in a global organization. *International Journal of Business Excellence*. Vol. 4, No.2:225-243.
- Pätäri, Satu, Puumalainen, Kaisu, Jantunen, Ari, and Sandström, Jaana (2011) The Interface of Energy and Forest Sectors – Potential Players in the Bioenergy Business, *International Journal of Production Economics*, Vol. 131, No. 1:322-332.
- Henttonen, K., Janhonen, M., Johanson, J-E. & Puumalainen, K. (2010). Demographic antecedents and performance consequences of social network structure in work teams. *Team Performance Management*. Vol 16, No. 7/8: 388-412.
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- 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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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.

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Puumalainen, Kaisu, Frank, Lauri, Sundqvist, Sanna, and Tuppuru, Anni. (2011) The critical mass of wireless communications: Differences between developing and developed economies. Abdel-Wahab, Ahmed and El-Masry, Ahmed (Eds.) *Mobile Information Communication Technologies Adoption in Developing Countries: Effects and Implications*. IGI-Global. 1-17

Nummela Niina, Saarenketo Sami, Paavilainen-Mäntymäki Eriikka, Puumalainen Kaisu (2010) Knowledge and Experience in the Internationalization of Knowledge-Intensive Firms. In: Smallbone, D., Leitao, J., Raposo, M. and Welter, F. (Editors): *The Theory and Practice of Entrepreneurship: Frontiers in European Entrepreneurship Research*. Edward Elgar, pp. 101-121.

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Syrjä, Pasi, Puumalainen, Kaisu & Sjögren, Helena (2011) Strategic and financial planning in growth and survival oriented firms, AGSE conference, February 1-4, Melbourne, Australia

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Hujala, Maija & Puumalainen, Kaisu & Tuppur, Anni & Toppinen, Anne
The Role of National Culture and Environmental Awareness in Recovery and Utilization of Recycled Paper, 2010 biennial seminar of the Scandinavian Society of Forest Economics, Gilleleje, Denmark, May 19-22, 2010, p. 17.

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Salojärvi Hanna, Saarenketo Sami and Puumalainen Kaisu (2009) Organizational determinants of key account- related knowledge dissemination. 2nd Annual EuroMed conference, October 26-28, Salerno, Italy

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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.

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