

Ravi S Achrol

List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

15
papers

5,506
citations

14
h-index

15
g-index

15
ext. papers

5,861
ext. citations

9
avg, IF

5.63
L-index

#	Paper	IF	Citations
15	Frontiers of the marketing paradigm in the third millennium. <i>Journal of the Academy of Marketing Science</i> , 2012 , 40, 35-52	12.4	215
14	Slotting allowances: a time series analysis of aggregate effects over three decades. <i>Journal of the Academy of Marketing Science</i> , 2012 , 40, 673-694	12.4	11
13	The structure of reseller goals and performance in marketing channels. <i>Journal of the Academy of Marketing Science</i> , 2003 , 31, 146-163	12.4	53
12	Contracts, norms, and plural form governance. <i>Journal of the Academy of Marketing Science</i> , 2000 , 28, 180-194	12.4	433
11	Marketing in the Network Economy. <i>Journal of Marketing</i> , 1999 , 63, 146-163	11	540
10	Legal and social safeguards against opportunism in exchange. <i>Journal of Retailing</i> , 1999 , 75, 107-124	6.5	134
9	Marketing in the Network Economy. <i>Journal of Marketing</i> , 1999 , 63, 146	11	449
8	Changes in the theory of interorganizational relations in marketing: Toward a network paradigm. <i>Journal of the Academy of Marketing Science</i> , 1997 , 25, 56-71	12.4	449
7	The Structure of Commitment in Exchange. <i>Journal of Marketing</i> , 1995 , 59, 78-92	11	1150
6	The Structure of Commitment in Exchange. <i>Journal of Marketing</i> , 1995 , 59, 78	11	939
5	Governance in Exchange: Contract Law and Its Alternatives. <i>Journal of Public Policy and Marketing</i> , 1993 , 12, 141-155	3.8	92
4	Assessing Reseller Performance from the Perspective of the Supplier. <i>Journal of Marketing Research</i> , 1992 , 29, 238	5.2	204
3	Assessing Reseller Performance from the Perspective of the Supplier. <i>Journal of Marketing Research</i> , 1992 , 29, 238-253	5.2	235
2	Environmental Determinants of Decision-Making Uncertainty in Marketing Channels. <i>Journal of Marketing Research</i> , 1988 , 25, 36	5.2	264
1	Environmental Determinants of Decision-Making Uncertainty in Marketing Channels. <i>Journal of Marketing Research</i> , 1988 , 25, 36-50	5.2	338