

# Catherine M Johnson

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10575267/publications.pdf>

Version: 2024-02-01

8  
papers

390  
citations

1684188  
5  
h-index

1588992  
8  
g-index

8  
all docs

8  
docs citations

8  
times ranked

327  
citing authors

#	ARTICLE	IF	CITATIONS
1	Why own when you can access? Motivations for engaging in collaborative consumption. Journal of Marketing Theory and Practice, 2023, 31, 1-17.	4.3	6
2	Web of Lies: Drivers and Consequences of Social Media (In)Authenticity. Journal of Promotion Management, 2022, 28, 1129-1164.	3.4	5
3	Sharers and sellers: A multi-group examination of gig economy workers' perceptions. Journal of Business Research, 2019, 98, 142-152.	10.2	78
4	FROM GUCCI TO GREEN BAGS: CONSPICUOUS CONSUMPTION AS A SIGNAL FOR PRO-SOCIAL BEHAVIOR. Journal of Marketing Theory and Practice, 2018, 26, 339-356.	4.3	44
5	An Exploration of Frequent Service Failures in the Brazilian Airline Industry. Latin American Business Review, 2017, 18, 19-45.	1.3	5
6	A New Perspective of Salesperson Motivation and Salesforce Outcomes: The Mediating Role of Salesperson-Brand Identification. Journal of Marketing Theory and Practice, 2017, 25, 357-374.	4.3	18
7	Corporate social responsibility authenticity: Investigating its antecedents and outcomes. Journal of Business Research, 2016, 69, 1242-1249.	10.2	228
8	Unwanted Pursuit Behavior: Understanding Salespeople's Desire to Pursue and Desire to Avoid Customers. Journal of Marketing Theory and Practice, 2014, 22, 385-400.	4.3	6