

James C Anderson

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.

43
papers

44,264
citations

32
h-index

43
g-index

43
ext. papers

48,488
ext. citations

6.1
avg, IF

7.48
L-index

#	Paper	IF	Citations
43	How Technology- Based Startups Can Use Customer Value Propositions to Gain Pilot Customers. <i>Journal of Business-to-Business Marketing</i> , 2020 , 27, 353-374	2.3	3
42	New-Technology Startups Seeking Pilot Customers: Crafting a Pair of Value Propositions. <i>California Management Review</i> , 2018 , 60, 101-124	13.2	15
41	Supplier Development Responsibility and NPD Project Outcomes: The Roles of Monetary Quantification of Differences and Supporting-Detail Gathering. <i>Journal of Product Innovation Management</i> , 2012 , 29, 103-123	7.1	17
40	Ethnic Variations in the Connection Between Work-Induced Family Separation and Turnover Intent. <i>Journal of Family Issues</i> , 2010 , 31, 626-655	1.6	1
39	Purchasing Higher-Value, Higher-Price Offerings in Business Markets. <i>Journal of Business-to-Business Marketing</i> , 2010 , 17, 29-61	2.3	55
38	Improving sourcing decisions in NPD projects: Monetary quantification of points of difference. <i>Journal of Operations Management</i> , 2009 , 27, 64-77	5.2	41
37	Certified value sellers. <i>Business Strategy Review</i> , 2008 , 19, 48-53		6
36	A Commentary on Business Marketing in Master's Programs: A Part of the Fabric Cut from the Same Cloth?. <i>Journal of Business-to-Business Marketing</i> , 2007 , 14, 61-68	2.3	
35	Estimating Firm-Specific and Relational Properties in Interorganizational Relationships in Marketing. <i>Journal of Business-to-Business Marketing</i> , 2006 , 13, 29-67	2.3	11
34	The adoption of total cost of ownership for sourcing decisions— structural equations analysis. <i>Accounting, Organizations and Society</i> , 2005 , 30, 167-191	3.2	128
33	Combining value and price to make purchase decisions in business markets. <i>International Journal of Research in Marketing</i> , 2000 , 17, 307-329	5.5	77
32	Master's Level Education in Business Marketing: Quo Vadis?. <i>Journal of Business-to-Business Marketing</i> , 1998 , 5, 75-93	2.3	10
31	Making Business Marketing More Prominent in Master's Programs: Reply to Earl D. Honeycutt, Jr.. <i>Journal of Business-to-Business Marketing</i> , 1998 , 5, 99-102	2.3	1
30	Using Teams to Manage Collaborative Relationships in Business Markets. <i>Journal of Business-to-Business Marketing</i> , 1995 , 2, 17-46	2.3	44
29	Relationships in business markets: Exchange episodes, value creation, and their empirical assessment. <i>Journal of the Academy of Marketing Science</i> , 1995 , 23, 346-350	12.4	238
28	Dyadic Business Relationships within a Business Network Context. <i>Journal of Marketing</i> , 1994 , 58, 1-15	11	494
27	Dyadic Business Relationships within a Business Network Context. <i>Journal of Marketing</i> , 1994 , 58, 1	11	939

26	Conducting Interorganizational Research Using Key Informants. <i>Academy of Management Journal</i> , 1993 , 36, 1633-1651	6.1	456
25	Monte Carlo Evaluations of Goodness of Fit Indices for Structural Equation Models. <i>Sociological Methods and Research</i> , 1992 , 21, 132-160	2.9	405
24	Customer Value Assessment in Business Markets:. <i>Journal of Business-to-Business Marketing</i> , 1992 , 1, 3-29	2.3	209
23	Assumptions and Comparative Strengths of the Two-Step Approach: Comment on Fornell and Yi. <i>Sociological Methods and Research</i> , 1992 , 20, 321-333	2.9	310
22	Partnering as a Focused Market Strategy. <i>California Management Review</i> , 1991 , 33, 95-113	13.2	284
21	Predicting the performance of measures in a confirmatory factor analysis with a pretest assessment of their substantive validities.. <i>Journal of Applied Psychology</i> , 1991 , 76, 732-740	7.4	571
20	A Model of Distributor Firm and Manufacturer Firm Working Partnerships. <i>Journal of Marketing</i> , 1990 , 54, 42-58	11	3432
19	A Model of Distributor Firm and Manufacturer Firm Working Partnerships. <i>Journal of Marketing</i> , 1990 , 54, 42	11	2271
18	Structural equation modeling in practice: A review and recommended two-step approach.. <i>Psychological Bulletin</i> , 1988 , 103, 411-423	19.1	24271
17	Partnership advantage and its determinants in distributor and manufacturer working relationships. <i>Journal of Business Research</i> , 1988 , 17, 327-347	8.7	45
16	An Updated Paradigm for Scale Development Incorporating Unidimensionality and Its Assessment. <i>Journal of Marketing Research</i> , 1988 , 25, 186	5.2	2277
15	An Updated Paradigm for Scale Development Incorporating Unidimensionality and Its Assessment. <i>Journal of Marketing Research</i> , 1988 , 25, 186-192	5.2	3438
14	An Approach for Confirmatory Measurement and Structural Equation Modeling of Organizational Properties. <i>Management Science</i> , 1987 , 33, 525-541	3.9	361
13	Distributor contributions to partnerships with manufacturers. <i>Business Horizons</i> , 1987 , 30, 34-42	10.1	55
12	On the Assessment of Unidimensional Measurement: Internal and External Consistency, and Overall Consistency Criteria. <i>Journal of Marketing Research</i> , 1987 , 24, 432	5.2	128
11	On the Assessment of Unidimensional Measurement: Internal and External Consistency, and Overall Consistency Criteria. <i>Journal of Marketing Research</i> , 1987 , 24, 432-437	5.2	166
10	Improper solutions in the analysis of covariance structures: Their interpretability and a comparison of alternate respecifications. <i>Psychometrika</i> , 1987 , 52, 99-111	2.2	116
9	A Measurement Model to Assess Measure-Specific Factors in Multiple-Informant Research. <i>Journal of Marketing Research</i> , 1985 , 22, 86-92	5.2	26

8	A Measurement Model to Assess Measure-Specific Factors in Multiple-Informant Research. <i>Journal of Marketing Research</i> , 1985 , 22, 86	5.2	12
7	The Effects of Sampling Error and Model Characteristics on Parameter Estimation for Maximum Likelihood Confirmatory Factor Analysis. <i>Multivariate Behavioral Research</i> , 1985 , 20, 255-71	2.3	161
6	A Model of the Distributor's Perspective of Distributor-Manufacturer Working Relationships. <i>Journal of Marketing</i> , 1984 , 48, 62-74	11	531
5	On the Meaning of Within-Factor Correlated Measurement Errors. <i>Journal of Consumer Research</i> , 1984 , 11, 572	6.3	337
4	The effect of sampling error on convergence, improper solutions, and goodness-of-fit indices for maximum likelihood confirmatory factor analysis. <i>Psychometrika</i> , 1984 , 49, 155-173	2.2	970
3	A Model of the Distributor's Perspective of Distributor-Manufacturer Working Relationships. <i>Journal of Marketing</i> , 1984 , 48, 62	11	490
2	Some Methods for Respecifying Measurement Models to Obtain Unidimensional Construct Measurement. <i>Journal of Marketing Research</i> , 1982 , 19, 453	5.2	351
1	Some Methods for Respecifying Measurement Models to Obtain Unidimensional Construct Measurement. <i>Journal of Marketing Research</i> , 1982 , 19, 453-460	5.2	511