

Shankar Ganesan

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10702648/publications.pdf>

Version: 2024-02-01

18
papers

13,538
citations

471061

17
h-index

839053

18
g-index

18
all docs

18
docs citations

18
times ranked

5583
citing authors

#	ARTICLE	IF	CITATIONS
1	Determinants of Long-Term Orientation in Buyer-Seller Relationships. <i>Journal of Marketing</i> , 1994, 58, 1-19.	7.0	5,734
2	Determinants of Long-Term Orientation in Buyer-Seller Relationships. <i>Journal of Marketing</i> , 1994, 58, 1.	7.0	3,223
3	Control Mechanisms and the Relationship Life Cycle: Implications for Safeguarding Specific Investments and Developing Commitment. <i>Journal of Marketing Research</i> , 2000, 37, 227-245.	3.0	1,075
4	Cross-Sectional versus Longitudinal Survey Research: Concepts, Findings, and Guidelines. <i>Journal of Marketing Research</i> , 2008, 45, 261-279.	3.0	730
5	Service Failure and Recovery: The Impact of Relationship Factors on Customer Satisfaction. <i>Journal of the Academy of Marketing Science</i> , 2003, 31, 127-145.	7.2	666
6	Dimensions and Levels of Trust: Implications for Commitment to a Relationship. <i>Marketing Letters</i> , 1997, 8, 439-448.	1.9	389
7	Supply Chain Management and Retailer Performance: Emerging Trends, Issues, and Implications for Research and Practice. <i>Journal of Retailing</i> , 2009, 85, 84-94.	4.0	293
8	Does Distance Still Matter? Geographic Proximity and New Product Development. <i>Journal of Marketing</i> , 2005, 69, 44-60.	7.0	271
9	Negotiation Strategies and the Nature of Channel Relationships. <i>Journal of Marketing Research</i> , 1993, 30, 183-203.	3.0	176
10	Buffering and Amplifying Effects of Relationship Commitment in Business-to-Business Relationships. <i>Journal of Marketing Research</i> , 2010, 47, 361-373.	3.0	147
11	Does Knowledge Base Compatibility Help or Hurt Knowledge Sharing between Suppliers in Competition? the Role of Customer Participation. <i>Journal of Marketing</i> , 2013, 77, 91-107.	7.0	143
12	The relationship between justice and attitudes: An examination of justice effects on event and system-related attitudes. <i>Organizational Behavior and Human Decision Processes</i> , 2007, 103, 21-36.	1.4	134
13	CRM in Data-Rich Multichannel Retailing Environments: A Review and Future Research Directions. <i>Journal of Interactive Marketing</i> , 2010, 24, 121-137.	4.3	122
14	Managing Customer and Organizational Complexity in Sales Organizations. <i>Journal of Marketing</i> , 2014, 78, 59-77.	7.0	120
15	The Evolution of Marketing Channels: Trends and Research Directions. <i>Journal of Retailing</i> , 2015, 91, 546-568.	4.0	112
16	Negotiation Strategies and the Nature of Channel Relationships. <i>Journal of Marketing Research</i> , 1993, 30, 183.	3.0	106
17	Interactional service failures in a pseudorelationship: The role of organizational attributions. <i>Journal of Retailing</i> , 2007, 83, 79-95.	4.0	93
18	Do salespeople matter in competitive tenders?. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 370-385.	1.7	4