

Shankar Ganesan

List of Publications by Citations

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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.

18
papers

11,371
citations

17
h-index

18
g-index

18
ext. papers

12,159
ext. citations

7.3
avg, IF

6.88
L-index

#	Paper	IF	Citations
18	Determinants of Long-Term Orientation in Buyer-Seller Relationships. <i>Journal of Marketing</i> , 1994 , 58, 1-19	11	5331
17	Determinants of Long-Term Orientation in Buyer-Seller Relationships. <i>Journal of Marketing</i> , 1994 , 58, 1	11	2430
16	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	5.2	882
15	Cross-Sectional versus Longitudinal Survey Research: Concepts, Findings, and Guidelines. <i>Journal of Marketing Research</i> , 2008 , 45, 261-279	5.2	547
14	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	12.4	500
13	Dimensions and Levels of Trust: Implications for Commitment to a Relationship. <i>Marketing Letters</i> , 1997 , 8, 439-448	2.3	298
12	Supply Chain Management and Retailer Performance: Emerging Trends, Issues, and Implications for Research and Practice. <i>Journal of Retailing</i> , 2009 , 85, 84-94	6.5	252
11	Does Distance Still Matter? Geographic Proximity and New Product Development. <i>Journal of Marketing</i> , 2005 , 69, 44-60	11	214
10	Negotiation Strategies and the Nature of Channel Relationships. <i>Journal of Marketing Research</i> , 1993 , 30, 183-203	5.2	149
9	Buffering and Amplifying Effects of Relationship Commitment in Business-to-Business Relationships. <i>Journal of Marketing Research</i> , 2010 , 47, 361-373	5.2	117
8	Does Knowledge Base Compatibility Help or Hurt Knowledge Sharing between Suppliers in Coopetition? the Role of Customer Participation. <i>Journal of Marketing</i> , 2013 , 77, 91-107	11	108
7	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	4	107
6	CRM in Data-Rich Multichannel Retailing Environments: A Review and Future Research Directions. <i>Journal of Interactive Marketing</i> , 2010 , 24, 121-137	9.8	105
5	Negotiation Strategies and the Nature of Channel Relationships. <i>Journal of Marketing Research</i> , 1993 , 30, 183	5.2	102
4	Interactional service failures in a pseudorelationship: The role of organizational attributions. <i>Journal of Retailing</i> , 2007 , 83, 79-95	6.5	80
3	Managing Customer and Organizational Complexity in Sales Organizations. <i>Journal of Marketing</i> , 2014 , 78, 59-77	11	77
2	The Evolution of Marketing Channels: Trends and Research Directions. <i>Journal of Retailing</i> , 2015 , 91, 546-568	6.5	70

- 1 Do salespeople matter in competitive tenders?. *Journal of Personal Selling and Sales Management*, **2019**, 39, 370-385 3.4 2