

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