

Vincent Onyemah

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10917144/publications.pdf>

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14
papers

1,127
citations

1040056

9
h-index

1125743

13
g-index

14
all docs

14
docs citations

14
times ranked

920
citing authors

#	ARTICLE	IF	CITATIONS
1	How right should the customer be?. Harvard Business Review, 2006, 84, 58-67, 185.	3.1	525
2	Sales profession and professionals in the age of digitization and artificial intelligence technologies: concepts, priorities, and questions. Journal of Personal Selling and Sales Management, 2019, 39, 2-22.	2.8	168
3	Role Ambiguity, Role Conflict, and Performance: Empirical Evidence of an Inverted-U Relationship. Journal of Personal Selling and Sales Management, 2008, 28, 299-313.	2.8	108
4	Nigerian Consumer Attitudes Toward Foreign and Domestic Products. Journal of International Business Studies, 1999, 30, 611-622.	7.3	92
5	The embedded sales force: Connecting buying and selling organizations. Marketing Letters, 2010, 21, 239-253.	2.9	72
6	Sales Force Turnover and Retention: A Research Agenda. Journal of Personal Selling and Sales Management, 2012, 32, 131-140.	2.8	65
7	Inconsistencies among the Constitutive Elements of a Sales Force Control System: Test of a Configuration Theory-Based Performance Prediction. Journal of Personal Selling and Sales Management, 2009, 29, 9-24.	2.8	39
8	How HRM control affects boundary-spanning employees' behavioural strategies and satisfaction: the moderating impact of cultural performance orientation. International Journal of Human Resource Management, 2010, 21, 1951-1975.	5.3	29
9	Impact of religiosity and culture on salesperson job satisfaction and performance. International Journal of Cross Cultural Management, 2018, 18, 191-219.	2.1	11
10	A Multi-Cultural Study of Salespeople's Behavior In Individual Pay-For-Performance Compensation Systems: When Managers Are More Equal And Less Fair Than Others. Journal of Personal Selling and Sales Management, 2017, 37, 198-212.	2.8	9
11	Sales Force Compensation: Trends and Research Opportunities. Foundations and Trends in Marketing, 2018, 11, 143-214.	1.1	5
12	What Doesn't Kill You Makes You More Engaged: Rethinking the Link between Organizational Hardship and Organizational Commitment. International Studies of Management and Organization, 2019, 49, 7-22.	0.6	2
13	Salesperson turnover intention: a tale of two countries. International Journal of Bank Marketing, 2021, 39, 1003-1024.	6.4	2
14	Sales force control systems. , 2011, , 365-389.		0