

# Vincent Onyemah

## List of Publications by Year in descending order

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

Version: 2024-02-01

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