

Subhra Chakrabarty

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11049703/publications.pdf>

Version: 2024-02-01

5
papers

200
citations

1684188

5
h-index

2053705

5
g-index

5
all docs

5
docs citations

5
times ranked

156
citing authors

#	ARTICLE	IF	CITATIONS
1	The Selling Orientationâ€“Customer Orientation (Soco) Scale: Cross-Validation of the Revised Version. Journal of Personal Selling and Sales Management, 2004, 24, 49-54.	2.8	64
2	Selling behaviours and sales performance: the moderating and mediating effects of interpersonal mentalizing. Journal of Personal Selling and Sales Management, 2014, 34, 112-122.	2.8	47
3	Distinguishing Between the Roles of Customer-Oriented Selling and Adaptive Selling in Managing Dysfunctional Conflict in Buyerâ€“Seller Relationships. Journal of Personal Selling and Sales Management, 2013, 33, 245-260.	2.8	40
4	The impact of supervisory adaptive selling and supervisory feedback on salesperson performance. Industrial Marketing Management, 2008, 37, 447-454.	6.7	37
5	Evaluation of Rahim's Organizational Conflict Inventoryâ€“II as a Measure of Conflict-Handling Styles in a Sample of Indian Salespersons. Psychological Reports, 2002, 90, 549-567.	1.7	12