

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