

James M Sinkula

List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

17
papers

4,931
citations

14
h-index

17
g-index

17
ext. papers

5,468
ext. citations

8.8
avg, IF

5.92
L-index

#	Paper	IF	Citations
17	Maintaining Competitive Advantage Through Organizational Unlearning. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2015 , 206-209	0.1	
16	The effect of radical innovation in/congruence on new product performance. <i>Industrial Marketing Management</i> , 2014 , 43, 1314-1323	6.9	21
15	The Complementary Effects of Market Orientation and Entrepreneurial Orientation on Profitability in Small Businesses*. <i>Journal of Small Business Management</i> , 2009 , 47, 443-464	3	447
14	Does Market Orientation Facilitate Balanced Innovation Programs? An Organizational Learning Perspective. <i>Journal of Product Innovation Management</i> , 2007 , 24, 316-334	7.1	206
13	Environmental marketing strategy and firm performance: Effects on new product performance and market share. <i>Journal of the Academy of Marketing Science</i> , 2005 , 33, 461-475	12.4	209
12	Market Orientation and the New Product Paradox. <i>Journal of Product Innovation Management</i> , 2005 , 22, 483-502	7.1	208
11	Market Orientation, Learning Orientation and Product Innovation: Delving into the Organizations Black Box. <i>Journal of Market-Focused Management</i> , 2002 , 5, 5-23		187
10	Market-based success, organizational routines, and unlearning. <i>Journal of Business and Industrial Marketing</i> , 2002 , 17, 253-269	3	113
9	Learning Orientation, Market Orientation, and Innovation: Integrating and Extending Models of Organizational Performance. <i>Journal of Market-Focused Management</i> , 1999 , 4, 295-308		177
8	The synergistic effect of market orientation and learning orientation on organizational performance. <i>Journal of the Academy of Marketing Science</i> , 1999 , 27, 411-427	12.4	984
7	A framework for market-based organizational learning: Linking values, knowledge, and behavior. <i>Journal of the Academy of Marketing Science</i> , 1997 , 25, 305-318	12.4	838
6	Market Information Processing and Organizational Learning. <i>Journal of Marketing</i> , 1994 , 58, 35-45	11	850
5	Market Information Processing and Organizational Learning. <i>Journal of Marketing</i> , 1994 , 58, 35	11	638
4	Perceived characteristics, organizational factors, and the utilization of external market research suppliers. <i>Journal of Business Research</i> , 1990 , 21, 1-17	8.7	27
3	Centralization and information acquisition by in-house market research departments. <i>Journal of Business Research</i> , 1988 , 16, 337-349	8.7	18
2	Consumer Images of Financial Institutions. <i>Services Marketing Quarterly</i> , 1987 , 2, 83-100		5
1	Status of company usage of scanner based research. <i>Journal of the Academy of Marketing Science</i> , 1986 , 14, 63-71	12.4	3

