

# Alan J Dubinsky

## List of Publications by Year in descending order

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94  
papers

5,672  
citations

125106

35  
h-index

90395

73  
g-index

94  
all docs

94  
docs citations

94  
times ranked

3045  
citing authors

#	ARTICLE	IF	CITATIONS
1	Provenance, evolution, and transition of personal selling and sales management to strategic marketing channel management. <i>Journal of Marketing Channels</i> , 2020, 26, 28-42.	0.4	7
2	Negotiating with Managers from Iran. , 2019, , 241-265.		1
3	Allocation of Salespeople's resources for generating new sales opportunities across four types of customers. <i>Industrial Marketing Management</i> , 2018, 68, 114-131.	3.7	19
4	Trust me, I'm a physician using sales skills: Enhancing physician's patient communication through the personal selling process. <i>Health Marketing Quarterly</i> , 2018, 35, 245-265.	0.6	4
5	Work's family conflict in the sales force redux: A compendium of influencers. <i>Journal of Marketing Channels</i> , 2018, 25, 101-116.	0.4	0
6	India's lonely and isolated consumers shopping for an in-store social experience. <i>Marketing Intelligence and Planning</i> , 2018, 36, 722-736.	2.1	22
7	Lonely consumers and their friend the retail salesperson. <i>Journal of Business Research</i> , 2018, 92, 131-141.	5.8	36
8	Consumers' desire to interact with a salesperson during e-shopping: development of a scale. <i>International Journal of Retail and Distribution Management</i> , 2017, 45, 20-39.	2.7	18
9	Key cultural values underlying consumers' buying behaviour: a study in an Iranian context. <i>Journal of Islamic Marketing</i> , 2017, 8, 289-308.	2.3	7
10	Under the sway of a mobile device during an in-store shopping experience. <i>Psychology and Marketing</i> , 2017, 34, 733-752.	4.6	52
11	Selling in an asymmetric retail world: perspectives from India, Russia, and the US on buyer's seller information differential, perceived adaptive selling, and purchase intention. <i>Journal of Personal Selling and Sales Management</i> , 2016, 36, 344-362.	1.7	12
12	Knowledge Sharing, Social Relationships, and Contextual Performance. <i>Journal of Organizational and End User Computing</i> , 2015, 27, 58-73.	1.6	13
13	Examination of Selected Precursors and Outcomes of Sales Manager Behaviors. <i>International Business Research</i> , 2014, 7, .	0.2	1
14	The Impact of Guanxi on Ethical Perceptions: The Case of Taiwanese Salespeople. <i>Journal of Business-to-Business Marketing</i> , 2014, 21, 1-17.	0.8	19
15	Influence of religiosity on retail salespeople's ethical perceptions: the case in Iran. <i>Journal of Islamic Marketing</i> , 2014, 5, 144-172.	2.3	24
16	Determinants of telemarketer misselling in life insurance services. <i>Journal of Services Marketing</i> , 2012, 26, 403-418.	1.7	33
17	Imparting negative news to salespeople. <i>Psychology and Marketing</i> , 2011, 28, 803-824.	4.6	5
18	Managing Channel Partner Relationships: A Cross-National Study. <i>Journal of Global Marketing</i> , 2011, 24, 105-124.	2.0	5

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19	How does sales force automation influence relationship quality and performance? The mediating roles of learning and selling behaviors. <i>Industrial Marketing Management</i> , 2010, 39, 1128-1138.	3.7	62
20	Managing International Distribution Channel Partners: A Cross-Cultural Approach. <i>Journal of Marketing Channels</i> , 2010, 17, 89-117.	0.4	11
21	The theory of planned behavior in e-commerce: Making a case for interdependencies between salient beliefs. <i>Psychology and Marketing</i> , 2005, 22, 833-855.	4.6	112
22	Relationship Selling in the Meeting Planner/Hotel Salesperson Dyad. <i>Journal of Hospitality and Tourism Research</i> , 2005, 29, 427-447.	1.8	12
23	Organizational Justice in the Sales Force: A Literature Review with Propositions. <i>Journal of Business-to-Business Marketing</i> , 2005, 12, 35-71.	0.8	22
24	The Influence of Moral Philosophy on Retail Salespeople's Ethical Perceptions. <i>Journal of Consumer Affairs</i> , 2004, 38, 297-319.	1.2	45
25	Effect of brand name on consumers' risk perceptions of online shopping. <i>Journal of Consumer Behaviour</i> , 2004, 4, 40-50.	2.6	146
26	Consumers' perceptions of e-shopping characteristics: an expectancy-value approach. <i>Journal of Services Marketing</i> , 2004, 18, 500-513.	1.7	144
27	A conceptual model of perceived customer value in e-commerce: A preliminary investigation. <i>Psychology and Marketing</i> , 2003, 20, 323-347.	4.6	711
28	Will the real channel manager please stand up?. <i>Business Horizons</i> , 2003, 46, 61-68.	3.4	3
29	Organizational and individual learning in the sales force: an agenda for sales research. <i>Journal of Business Research</i> , 2003, 56, 935-946.	5.8	46
30	Development of a Relationship Selling Mindset: Organizational Influencers. <i>Journal of Business-to-Business Marketing</i> , 2002, 10, 1-30.	0.8	12
31	By gosh I think she's got it " well, not yet. <i>Equality, Diversity and Inclusion</i> , 2002, 21, 13-24.	0.5	1
32	Marketing channel management and the sales manager. <i>Industrial Marketing Management</i> , 2002, 31, 429-439.	3.7	45
33	Going the extra mile. <i>Industrial Marketing Management</i> , 2002, 31, 589-598.	3.7	39
34	Salesperson Failure: A Case of Sales Manager Risk and Responsibility. <i>Risk Management</i> , 2001, 3, 17-28.	1.2	4
35	Satisfaction with sales manager training -Design and implementation issues. <i>European Journal of Marketing</i> , 2001, 35, 27-50.	1.7	17
36	The perceived importance of sales managers' rewards: a career stage perspective. <i>Journal of Business and Industrial Marketing</i> , 2000, 15, 507-524.	1.8	36

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37	Importance of Alternative Rewards. <i>Industrial Marketing Management</i> , 2000, 29, 427-440.	3.7	9
38	Selection, Training, and Performance Evaluation of Sales Managers: An Empirical Investigation. <i>Journal of Business-to-Business Marketing</i> , 1999, 6, 37-69.	0.8	8
39	Salesperson Failure. <i>Industrial Marketing Management</i> , 1999, 28, 7-17.	3.7	38
40	Sales managers: Marketing's best example of the peter principle?. <i>Business Horizons</i> , 1999, 42, 19-26.	3.4	88
41	Transformational and contingent reward leadership: Individual, dyad, and group levels of analysis. <i>Leadership Quarterly</i> , 1998, 9, 27-54.	3.6	110
42	The integration of market scanning activities: effects of market distance. <i>Journal of Business and Industrial Marketing</i> , 1998, 13, 166-185.	1.8	4
43	Impact of Personality on Sales Manager Leadership Style. <i>Journal of Business-to-Business Marketing</i> , 1997, 3, 27-53.	0.8	6
44	The impact of values on salespeople's job responses: A cross-national investigation. <i>Journal of Business Research</i> , 1997, 39, 195-208.	5.8	33
45	The effects of organizational formalization on organizational commitment and work alienation in US, Japanese and Korean industrial salesforces. <i>European Journal of Marketing</i> , 1996, 30, 8-24.	1.7	734
46	How should women sales managers lead their sales personnel?. <i>Journal of Business and Industrial Marketing</i> , 1996, 11, 47-59.	1.8	10
47	An examination of linkages between personal characteristics and dimensions of transformational leadership. <i>Journal of Business and Psychology</i> , 1995, 9, 315-335.	2.5	80
48	An Empirical Investigation of Components of Industrial Buyer Motivation. <i>Journal of Business-to-Business Marketing</i> , 1995, 2, 5-35.	0.8	7
49	Factors related to information acquisition in exporting organizations. <i>Journal of Business Research</i> , 1995, 33, 1-11.	5.8	54
50	TRANSFORMATIONAL LEADERSHIP THEORY: USING LEVELS OF ANALYSIS TO DETERMINE BOUNDARY CONDITIONS. <i>Personnel Psychology</i> , 1994, 47, 787-811.	2.2	195
51	Closeness of supervision and salesperson work outcomes: An alternate perspective. <i>Journal of Business Research</i> , 1994, 29, 225-237.	5.8	19
52	Differences in motivational perceptions among U.S., Japanese, and Korean sales personnel. <i>Journal of Business Research</i> , 1994, 30, 175-185.	5.8	22
53	What Marketers Can Learn from the Tin Man. <i>Journal of Services Marketing</i> , 1994, 8, 36-45.	1.7	26
54	Effects of Organizational Fairness on Japanese Sales Personnel. <i>Journal of International Marketing</i> , 1993, 1, 5-24.	2.5	2

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55	Influence of Role Stress on Industrial Salespeople's Work Outcomes in the United States, Japan and Korea. <i>Journal of International Business Studies</i> , 1992, 23, 77-99.	4.6	72
56	Perceptions of Organizational Fairness: A Cross-national Perspective. <i>International Marketing Review</i> , 1992, 9, .	2.2	14
57	Superior-Subordinate Relationships: A Multiple Levels of Analysis Approach. <i>Human Relations</i> , 1992, 45, 575-600.	3.8	83
58	A Cross-National Investigation of Industrial Salespeople's Ethical Perceptions. <i>Journal of International Business Studies</i> , 1991, 22, 651-670.	4.6	103
59	Salesperson Performance and Managerially Controllable Factors: An Investigation of Individual and Work Group Effects. <i>Journal of Management</i> , 1990, 16, 87-106.	6.3	59
60	Leadership substitutes as moderators of sales supervisory behavior. <i>Journal of Business Research</i> , 1990, 21, 363-382.	5.8	37
61	Analyzing ethical decision making in marketing. <i>Journal of Business Research</i> , 1989, 19, 83-107.	5.8	321
62	Influence of Formalization on the Organizational Commitment and Work Alienation of Salespeople and Industrial Buyers. <i>Journal of Marketing Research</i> , 1988, 25, 376.	3.0	147
63	Organizational dimensions of marketing-research ethics. <i>Journal of Business Research</i> , 1988, 16, 209-223.	5.8	23
64	Impact of Sales Supervisor Leadership Behavior on Insurance Agent Attitudes and Performance. <i>Journal of Risk and Insurance</i> , 1988, 55, 132.	1.0	8
65	The Influence of Career Stages on Components of Salesperson Motivation. <i>Journal of Marketing</i> , 1988, 52, 78.	7.0	58
66	A Psychometric Assessment of a Scale to Measure Organizational Fairness. <i>Psychological Reports</i> , 1988, 63, 211-224.	0.9	7
67	The Influence of Career Stages on Components of Salesperson Motivation. <i>Journal of Marketing</i> , 1988, 52, 78-92.	7.0	97
68	Influence of Formalization on the Organizational Commitment and Work Alienation of Salespeople and Industrial Buyers. <i>Journal of Marketing Research</i> , 1988, 25, 376-383.	3.0	171
69	An approach for assessing individual versus group effects in performance evaluations. <i>Journal of Occupational Psychology</i> , 1987, 60, 157-167.	1.5	21
70	On Job Satisfaction: It's the Relationships That Count!. <i>Journal of Risk and Insurance</i> , 1987, 54, 804.	1.0	2
71	Antecedents of retail salesperson performance: A path-analytic perspective. <i>Journal of Business Research</i> , 1986, 14, 253-268.	5.8	35
72	Salesforce Socialization. <i>Journal of Marketing</i> , 1986, 50, 192-207.	7.0	216

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73	A path-analytic study of a model of salesperson performance. Journal of the Academy of Marketing Science, 1986, 14, 36-46.	7.2	131
74	A model of sales supervisor leadership behavior and retail salespeople's job-related outcomes. Journal of the Academy of Marketing Science, 1986, 14, 33-43.	7.2	71
75	Salesforce Socialization. Journal of Marketing, 1986, 50, 192.	7.0	186
76	Boundary Spanners and Self-Monitoring: An Extended View. Psychological Reports, 1985, 57, 287-294.	0.9	8
77	Ethics in retailing: Perceptions of retail salespeople. Journal of the Academy of Marketing Science, 1985, 13, 1-16.	7.2	112
78	Ethics in industrial selling: How product and service salespeople compare. Journal of the Academy of Marketing Science, 1985, 13, 160-170.	7.2	28
79	Job-Related Responses of Insurance Agents: A Multi-Firm Investigation. Journal of Risk and Insurance, 1985, 52, 501.	1.0	8
80	A portfolio approach to account profitability. Industrial Marketing Management, 1984, 13, 33-41.	3.7	44
81	Correlates of salespeople's ethical conflict: An exploratory investigation. Journal of Business Ethics, 1984, 3, 343-353.	3.7	126
82	Differential Impact of Role Conflict and Ambiguity on Selected Correlates: A Two-Sample Test. Psychological Reports, 1984, 55, 699-707.	0.9	10
83	FROM SELLING TO SALES MANAGEMENT: A DEVELOPMENTAL MODEL. Journal of Consumer Marketing, 1984, 1, 43-52.	1.2	6
84	Impact of humor on survey responses. Industrial Marketing Management, 1983, 12, 139-143.	3.7	5
85	Improving Marketing Productivity: The 80/20 Principle Revisited. California Management Review, 1982, 25, 96-105.	3.4	16
86	A survey of sales management practices. Industrial Marketing Management, 1982, 11, 133-141.	3.7	64
87	The Sales-Advertising Interface in Promotion Planning. Journal of Advertising, 1981, 10, 35-41.	4.1	4
88	Business Ethics: Buyers and Sellers. Journal of Purchasing and Materials Management, 1981, 17, 9-16.	0.4	81
89	The Sales Force Management Audit. California Management Review, 1981, 24, 86-95.	3.4	18
90	Perceptions of the sales job: How students compare with industrial salespeople. Journal of the Academy of Marketing Science, 1981, 9, 352-367.	7.2	37

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91	Perceptions of the sales job: How students compare with industrial salespeople. , 1981, 9, 352.		10
92	Techniques that reduce salesforce frustration. Industrial Marketing Management, 1980, 9, 159-166.	3.7	4
93	Recruiting college students for the salesforce. Industrial Marketing Management, 1980, 9, 37-45.	3.7	31
94	Managing frustration in the sales force. Industrial Marketing Management, 1979, 8, 200-206.	3.7	7