

Alan J Dubinsky

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.

94
papers

4,583
citations

33
h-index

67
g-index

94
ext. papers

4,952
ext. citations

5.5
avg, IF

5.32
L-index

#	Paper	IF	Citations
94	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	4
93	Negotiating with Managers from Iran 2019 , 241-265		1
92	Allocation of Salespeople's resources for generating new sales opportunities across four types of customers. <i>Industrial Marketing Management</i> , 2018 , 68, 114-131	6.9	11
91	India's lonely and isolated consumers shopping for an in-store social experience. <i>Marketing Intelligence and Planning</i> , 2018 , 36, 722-736	3.2	11
90	Lonely consumers and their friend the retail salesperson. <i>Journal of Business Research</i> , 2018 , 92, 131-141	7.7	14
89	Trust me, I'm a physician using sales skills: Enhancing physician-patient communication through the personal selling process. <i>Health Marketing Quarterly</i> , 2018 , 35, 245-265	1.1	1
88	Work-family conflict in the sales force redux: A compendium of influencers. <i>Journal of Marketing Channels</i> , 2018 , 25, 101-116	0.4	
87	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	3.5	14
86	Key cultural values underlying consumers' buying behaviour: a study in an Iranian context. <i>Journal of Islamic Marketing</i> , 2017 , 8, 289-308	2.4	5
85	Under the sway of a mobile device during an in-store shopping experience. <i>Psychology and Marketing</i> , 2017 , 34, 733-752	3.9	37
84	Selling in an asymmetric retail world: perspectives from India, Russia, and the US on buyer-seller information differential, perceived adaptive selling, and purchase intention. <i>Journal of Personal Selling and Sales Management</i> , 2016 , 36, 344-362	3.4	10
83	Knowledge Sharing, Social Relationships, and Contextual Performance. <i>Journal of Organizational and End User Computing</i> , 2015 , 27, 58-73	6.2	10
82	Influence of religiosity on retail salespeople's ethical perceptions: the case in Iran. <i>Journal of Islamic Marketing</i> , 2014 , 5, 144-172	2.4	21
81	Examination of Selected Precursors and Outcomes of Sales Manager Behaviors. <i>International Business Research</i> , 2014 , 7,	2	1
80	The Impact of Guanxi on Ethical Perceptions: The Case of Taiwanese Salespeople. <i>Journal of Business-to-Business Marketing</i> , 2014 , 21, 1-17	2.3	10
79	Determinants of telemarketer misselling in life insurance services. <i>Journal of Services Marketing</i> , 2012 , 26, 403-418	4	26
78	Imparting negative news to salespeople. <i>Psychology and Marketing</i> , 2011 , 28, 803-824	3.9	3

77	Managing Channel Partner Relationships: A Cross-National Study. <i>Journal of Global Marketing</i> , 2011 , 24, 105-124	2.4	2
76	Managing International Distribution Channel Partners: A Cross-Cultural Approach. <i>Journal of Marketing Channels</i> , 2010 , 17, 89-117	0.4	7
75	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	6.9	49
74	Organizational Justice in the Sales Force: A Literature Review with Propositions. <i>Journal of Business-to-Business Marketing</i> , 2005 , 12, 35-71	2.3	20
73	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	3.9	81
72	Relationship Selling in the Meeting Planner/Hotel Salesperson Dyad. <i>Journal of Hospitality and Tourism Research</i> , 2005 , 29, 427-447	3.3	8
71	The Influence of Moral Philosophy on Retail Salespeople's Ethical Perceptions. <i>Journal of Consumer Affairs</i> , 2004 , 38, 297-319	2	34
70	Effect of brand name on consumers' risk perceptions of online shopping. <i>Journal of Consumer Behaviour</i> , 2004 , 4, 40-50	3	105
69	Consumers' perceptions of e-shopping characteristics: an expectancy-value approach. <i>Journal of Services Marketing</i> , 2004 , 18, 500-513	4	100
68	A conceptual model of perceived customer value in e-commerce: A preliminary investigation. <i>Psychology and Marketing</i> , 2003 , 20, 323-347	3.9	513
67	Will the real channel manager please stand up?. <i>Business Horizons</i> , 2003 , 46, 61-68	10.1	2
66	Organizational and individual learning in the sales force: an agenda for sales research. <i>Journal of Business Research</i> , 2003 , 56, 935-946	8.7	36
65	Marketing channel management and the sales manager. <i>Industrial Marketing Management</i> , 2002 , 31, 429-439	6.9	33
64	Going the extra mile: Antecedents of salespeople's discretionary effort. <i>Industrial Marketing Management</i> , 2002 , 31, 589-598	6.9	30
63	Development of a Relationship Selling Mindset: Organizational Influencers. <i>Journal of Business-to-Business Marketing</i> , 2002 , 10, 1-30	2.3	12
62	By gosh I think she's got it well, not yet. <i>Equality, Diversity and Inclusion</i> , 2002 , 21, 13-24		1
61	Salesperson Failure: A Case of Sales Manager Risk and Responsibility. <i>Risk Management</i> , 2001 , 3, 17-28	2.5	4
60	Satisfaction with sales manager training - Design and implementation issues. <i>European Journal of Marketing</i> , 2001 , 35, 27-50	4.4	16

59	The perceived importance of sales managers' rewards: a career stage perspective. <i>Journal of Business and Industrial Marketing</i> , 2000 , 15, 507-524	3	30
58	Importance of Alternative Rewards: Impact Of Managerial Level. <i>Industrial Marketing Management</i> , 2000 , 29, 427-440	6.9	7
57	Selection, Training, and Performance Evaluation of Sales Managers: An Empirical Investigation. <i>Journal of Business-to-Business Marketing</i> , 1999 , 6, 37-69	2.3	8
56	Salesperson Failure. <i>Industrial Marketing Management</i> , 1999 , 28, 7-17	6.9	35
55	Sales managers: Marketing's best example of the peter principle?. <i>Business Horizons</i> , 1999 , 42, 19-26	10.1	70
54	Transformational and contingent reward leadership: Individual, dyad, and group levels of analysis. <i>Leadership Quarterly</i> , 1998 , 9, 27-54	6.3	96
53	The integration of market-scanning activities: effects of market distance. <i>Journal of Business and Industrial Marketing</i> , 1998 , 13, 166-185	3	4
52	Impact of Personality on Sales Manager Leadership Style. <i>Journal of Business-to-Business Marketing</i> , 1997 , 3, 27-53	2.3	4
51	The impact of values on salespeople's job responses: A cross-national investigation. <i>Journal of Business Research</i> , 1997 , 39, 195-208	8.7	30
50	How should women sales managers lead their sales personnel?. <i>Journal of Business and Industrial Marketing</i> , 1996 , 11, 47-59	3	10
49	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	4.4	673
48	An Empirical Investigation of Components of Industrial Buyer Motivation. <i>Journal of Business-to-Business Marketing</i> , 1995 , 2, 5-35	2.3	6
47	Factors related to information acquisition in exporting organizations. <i>Journal of Business Research</i> , 1995 , 33, 1-11	8.7	48
46	An examination of linkages between personal characteristics and dimensions of transformational leadership. <i>Journal of Business and Psychology</i> , 1995 , 9, 315-335	4.9	63
45	TRANSFORMATIONAL LEADERSHIP THEORY: USING LEVELS OF ANALYSIS TO DETERMINE BOUNDARY CONDITIONS. <i>Personnel Psychology</i> , 1994 , 47, 787-811	4	164
44	Closeness of supervision and salesperson work outcomes: An alternate perspective. <i>Journal of Business Research</i> , 1994 , 29, 225-237	8.7	16
43	Differences in motivational perceptions among U.S., Japanese, and Korean sales personnel. <i>Journal of Business Research</i> , 1994 , 30, 175-185	8.7	16
42	What Marketers Can Learn from the Tin Man. <i>Journal of Services Marketing</i> , 1994 , 8, 36-45	4	26

41	Effects of Organizational Fairness on Japanese Sales Personnel. <i>Journal of International Marketing</i> , 1993 , 1, 5-24	3.9	2
40	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	8.5	57
39	Perceptions of Organizational Fairness: A Cross-national Perspective. <i>International Marketing Review</i> , 1992 , 9,	4.4	12
38	Superior-Subordinate Relationships: A Multiple Levels of Analysis Approach. <i>Human Relations</i> , 1992 , 45, 575-600	4.3	72
37	A Cross-National Investigation of Industrial Salespeople's Ethical Perceptions. <i>Journal of International Business Studies</i> , 1991 , 22, 651-670	8.5	79
36	Salesperson Performance and Managerially Controllable Factors: An Investigation of Individual and Work Group Effects. <i>Journal of Management</i> , 1990 , 16, 87-106	8.8	54
35	Leadership substitutes as moderators of sales supervisory behavior. <i>Journal of Business Research</i> , 1990 , 21, 363-382	8.7	32
34	Analyzing ethical decision making in marketing. <i>Journal of Business Research</i> , 1989 , 19, 83-107	8.7	271
33	Influence of Formalization on the Organizational Commitment and Work Alienation of Salespeople and Industrial Buyers. <i>Journal of Marketing Research</i> , 1988 , 25, 376	5.2	107
32	Organizational dimensions of marketing-research ethics. <i>Journal of Business Research</i> , 1988 , 16, 209-223	8.7	19
31	Impact of Sales Supervisor Leadership Behavior on Insurance Agent Attitudes and Performance. <i>Journal of Risk and Insurance</i> , 1988 , 55, 132	1.3	4
30	The Influence of Career Stages on Components of Salesperson Motivation. <i>Journal of Marketing</i> , 1988 , 52, 78	11	53
29	A Psychometric Assessment of a Scale to Measure Organizational Fairness. <i>Psychological Reports</i> , 1988 , 63, 211-224	1.6	6
28	The Influence of Career Stages on Components of Salesperson Motivation. <i>Journal of Marketing</i> , 1988 , 52, 78-92	11	71
27	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	5.2	158
26	An approach for assessing individual versus group effects in performance evaluations. <i>Journal of Occupational Psychology</i> , 1987 , 60, 157-167		20
25	On Job Satisfaction: It's the Relationships That Count!. <i>Journal of Risk and Insurance</i> , 1987 , 54, 804	1.3	2
24	A path-analytic study of a model of salesperson performance. <i>Journal of the Academy of Marketing Science</i> , 1986 , 14, 36-46	12.4	92

23	A model of sales supervisor leadership behavior and retail salespeople's job-related outcomes. <i>Journal of the Academy of Marketing Science</i> , 1986 , 14, 33-43	12.4	66
22	Salesforce Socialization. <i>Journal of Marketing</i> , 1986 , 50, 192	11	158
21	Antecedents of retail salesperson performance: A path-analytic perspective. <i>Journal of Business Research</i> , 1986 , 14, 253-268	8.7	30
20	Salesforce Socialization. <i>Journal of Marketing</i> , 1986 , 50, 192-207	11	197
19	Boundary Spanners and Self-Monitoring: An Extended View. <i>Psychological Reports</i> , 1985 , 57, 287-294	1.6	8
18	Ethics in retailing: Perceptions of retail salespeople. <i>Journal of the Academy of Marketing Science</i> , 1985 , 13, 1-16	12.4	75
17	Ethics in industrial selling: How product and service salespeople compare. <i>Journal of the Academy of Marketing Science</i> , 1985 , 13, 160-170	12.4	20
16	Job-Related Responses of Insurance Agents: A Multi-Firm Investigation. <i>Journal of Risk and Insurance</i> , 1985 , 52, 501	1.3	4
15	A portfolio approach to account profitability. <i>Industrial Marketing Management</i> , 1984 , 13, 33-41	6.9	33
14	Correlates of salespeople's ethical conflict: An exploratory investigation. <i>Journal of Business Ethics</i> , 1984 , 3, 343-353	4.3	106
13	Differential Impact of Role Conflict and Ambiguity on Selected Correlates: A Two-Sample Test. <i>Psychological Reports</i> , 1984 , 55, 699-707	1.6	10
12	FROM SELLING TO SALES MANAGEMENT: A DEVELOPMENTAL MODEL. <i>Journal of Consumer Marketing</i> , 1984 , 1, 43-52	2	4
11	Impact of humor on survey responses. <i>Industrial Marketing Management</i> , 1983 , 12, 139-143	6.9	5
10	Improving Marketing Productivity: The 80/20 Principle Revisited. <i>California Management Review</i> , 1982 , 25, 96-105	13.2	9
9	A survey of sales management practices. <i>Industrial Marketing Management</i> , 1982 , 11, 133-141	6.9	55
8	The Sales-Advertising Interface in Promotion Planning. <i>Journal of Advertising</i> , 1981 , 10, 35-41	4.4	4
7	Business Ethics: Buyers and Sellers. <i>Journal of Purchasing and Materials Management</i> , 1981 , 17, 9-16		63
6	The Sales Force Management Audit. <i>California Management Review</i> , 1981 , 24, 86-95	13.2	17

5	Perceptions of the sales job: How students compare with industrial salespeople. <i>Journal of the Academy of Marketing Science</i> , 1981 , 9, 352-367	12.4	26
4	Perceptions of the sales job: How students compare with industrial salespeople 1981 , 9, 352		9
3	Techniques that reduce salesforce frustration. <i>Industrial Marketing Management</i> , 1980 , 9, 159-166	6.9	3
2	Recruiting college students for the salesforce. <i>Industrial Marketing Management</i> , 1980 , 9, 37-45	6.9	25
1	Managing frustration in the sales force. <i>Industrial Marketing Management</i> , 1979 , 8, 200-206	6.9	7