

Roger J Calantone

List of Publications by Citations

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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.

109
papers

9,694
citations

49
h-index

98
g-index

114
ext. papers

10,768
ext. citations

5.9
avg, IF

6.27
L-index

#	Paper	IF	Citations
109	Learning orientation, firm innovation capability, and firm performance. <i>Industrial Marketing Management</i> , 2002 , 31, 515-524	6.9	1492
108	The Impact of Market Knowledge Competence on New Product Advantage: Conceptualization and Empirical Examination. <i>Journal of Marketing</i> , 1998 , 62, 13-29	11	734
107	The Impact of Market Knowledge Competence on New Product Advantage: Conceptualization and Empirical Examination. <i>Journal of Marketing</i> , 1998 , 62, 13	11	505
106	Tacit knowledge transfer and firm innovation capability. <i>Journal of Business and Industrial Marketing</i> , 2003 , 18, 6-21	3	429
105	A Structural Analysis of the Effectiveness of Buying Firms' Strategies to Improve Supplier Performance. <i>Decision Sciences</i> , 2000 , 31, 33-55	3.7	389
104	An Examination of Exploration and Exploitation Capabilities: Implications for Product Innovation and Market Performance. <i>Journal of International Marketing</i> , 2007 , 15, 63-93	3.9	299
103	Collaborating for New Product Development: Selecting the Partner with Maximum Potential to Create Value. <i>Journal of Product Innovation Management</i> , 2006 , 23, 330-341	7.1	272
102	Decomposing Product Innovativeness and Its Effects on New Product Success. <i>Journal of Product Innovation Management</i> , 2006 , 23, 408-421	7.1	258
101	Knowledge as a strategic resource in supply chains. <i>Journal of Operations Management</i> , 2006 , 24, 458-475	5.2	223
100	A Contingent View of Quality Management-The Impact of International Competition on Quality. <i>Decision Sciences</i> , 2000 , 31, 649-690	3.7	222
99	Joint Ventures in China: A Comparative Study of Japanese, Korean, and U.S. Partners. <i>Journal of International Marketing</i> , 2001 , 9, 1-23	3.9	219
98	Success Factors of Product Innovation: An Updated Meta-Analysis. <i>Journal of Product Innovation Management</i> , 2012 , 29, 21-37	7.1	202
97	Controllable Factors of New Product Success: A Cross-National Comparison. <i>Marketing Science</i> , 1996 , 15, 341-358	3.6	198
96	The influence of internal and external firm factors on international product adaptation strategy and export performance: A three-country comparison. <i>Journal of Business Research</i> , 2006 , 59, 176-185	8.7	167
95	Escalation of commitment during new product development. <i>Journal of the Academy of Marketing Science</i> , 2002 , 30, 103-118	12.4	146
94	Multiple Multinational Tourism Positioning Using Correspondence Analysis. <i>Journal of Travel Research</i> , 1989 , 28, 25-32	6.3	141
93	Building commitment in buyer-seller relationships: A tie strength perspective. <i>Industrial Marketing Management</i> , 2007 , 36, 1094-1103	6.9	129

92	Print versus electronic surveys: a comparison of two data collection methodologies. <i>Journal of Operations Management</i> , 2002 , 20, 357-373	5.2	128
91	Are Really New Product Development Projects Harder to Shut Down?. <i>Journal of Product Innovation Management</i> , 1998 , 15, 111-123	7.1	127
90	Business Performance and Strategic New Product Development Activities: An Empirical Investigation. <i>Journal of Product Innovation Management</i> , 1995 , 12, 214-223	7.1	121
89	Academic Insights: An Application of Multiple-Group Causal Models in Assessing Cross-Cultural Measurement Equivalence. <i>Journal of International Marketing</i> , 2000 , 8, 108-121	3.9	120
88	An Integrative Model of the New Product Development Process. <i>Journal of Product Innovation Management</i> , 1988 , 5, 201-215	7.1	120
87	Drivers of Outsourced Innovation: An Exploratory Study*. <i>Journal of Product Innovation Management</i> , 2007 , 24, 230-241	7.1	118
86	Inconclusive Innovation Returns—A Meta-Analysis of Research on Innovation in New Product Development*. <i>Journal of Product Innovation Management</i> , 2010 , 27, 1065-1081	7.1	107
85	Using the Analytic Hierarchy Process in New Product Screening. <i>Journal of Product Innovation Management</i> , 1999 , 16, 65-76	7.1	98
84	Internationalization and the Dynamics of Product Adaptation—An Empirical Investigation. <i>Journal of Product Innovation Management</i> , 2004 , 21, 185-198	7.1	94
83	The Stability of Benefit Segments. <i>Journal of Marketing Research</i> , 1978 , 15, 395	5.2	90
82	Product Innovativeness Dimensions and Their Relationships with Product Advantage, Product Financial Performance, and Project Protocol. <i>Journal of Product Innovation Management</i> , 2010 , 27, 991-1006	7.1	81
81	Seasonal Segmentation of the Tourism Market Using a Benefit Segmentation Framework. <i>Journal of Travel Research</i> , 1984 , 23, 14-24	6.3	81
80	Marketing management and tourism. <i>Annals of Tourism Research</i> , 1991 , 18, 101-119	7.7	70
79	New Product Development Processes and New Product Profitability: Exploring the Mediating Role of Speed to Market and Product Quality. <i>Journal of Product Innovation Management</i> , 2011 , 28, 63-77	7.1	64
78	Strategic change and termination of interfirm partnerships. <i>Strategic Management Journal</i> , 2011 , 32, 402-423	5.2	64
77	Psychographic Segmentation of Tourists. <i>Journal of Travel Research</i> , 1978 , 16, 14-20	6.3	61
76	A Comprehensive Review Of The Tourism Forecasting Literature. <i>Journal of Travel Research</i> , 1987 , 26, 28-39	6.3	59
75	Strategic fit to resources versus NPD execution proficiencies: what are their roles in determining success?. <i>Journal of the Academy of Marketing Science</i> , 2009 , 37, 266-282	12.4	58

74	International technology transfer. <i>International Marketing Review</i> , 2003 , 20, 446-462	4.4	58
73	New Product Creativity: Understanding Contract Specificity in New Product Introductions. <i>Journal of Marketing</i> , 2016 , 80, 39-58	11	57
72	Exploring new product portfolio management decisions: The role of managers' dispositional traits. <i>Industrial Marketing Management</i> , 2009 , 38, 127-143	6.9	56
71	New Product Activities and Performance: The Moderating Role of Environmental Hostility. <i>Journal of Product Innovation Management</i> , 2003 , 14, 179-189	7.1	56
70	INTRODUCTION TO THE SPECIAL TOPIC FORUM: USING ARCHIVAL AND SECONDARY DATA SOURCES IN SUPPLY CHAIN MANAGEMENT RESEARCH. <i>Journal of Supply Chain Management</i> , 2010 , 46, 3-11	4.1	54
69	ESTIMATION OF GLOBAL AND NATIONAL LOGISTICS EXPENDITURES: 2002 DATA UPDATE. <i>Journal of Business Logistics</i> , 2005 , 26, 1-16	4.6	53
68	Examining the relationship between degree of innovation and new product success. <i>Journal of Business Research</i> , 1994 , 30, 143-148	8.7	53
67	Organisational, technical and marketing antecedents for successful new product development. <i>R and D Management</i> , 1993 , 23, 337-351	4.1	52
66	Controversy in innovation outsourcing research: review, synthesis and future directions. <i>R and D Management</i> , 2011 , 41, 8-20	4.1	51
65	The Effects of Competition in Short Product Life-Cycle Markets: The Case of Motion Pictures*. <i>Journal of Product Innovation Management</i> , 2010 , 27, 349-361	7.1	51
64	Theoretical lenses and domain definitions in innovation research. <i>European Journal of Marketing</i> , 2009 , 43, 229-263	4.4	50
63	Clustering product launches by price and launch strategy. <i>Journal of Business and Industrial Marketing</i> , 2007 , 22, 4-19	3	49
62	Managing market intelligence: The comparative role of absorptive capacity and market orientation. <i>Journal of Business Research</i> , 2016 , 69, 5569-5577	8.7	47
61	Your new product development (NPD) is only as good as your process: an exploratory analysis of new NPD process design and implementation. <i>R and D Management</i> , 2007 , 37, 399-424	4.1	47
60	THE ROLE OF SECURITY IN THE FOOD SUPPLIER SELECTION DECISION. <i>Journal of Business Logistics</i> , 2009 , 30, 127-155	4.6	45
59	A MODEL OF SITE-SPECIFIC ANTECEDENTS OF ISO 14001 CERTIFICATION. <i>Production and Operations Management</i> , 2009 , 12, 369-385	3.6	42
58	Competitive forces and strategic choice decisions: an experimental investigation in the United States and Japan. <i>Strategic Management Journal</i> , 2002 , 23, 969-978	5.2	42
57	Executive Insights: Global Logistics. <i>Journal of International Marketing</i> , 1998 , 6, 83-93	3.9	42

56	New Product Activities and Performance: The Moderating Role of Environmental Hostility 1997 , 14, 179		42
55	The role of lean launch execution and launch timing on new product performance. <i>Journal of the Academy of Marketing Science</i> , 2012 , 40, 526-538	12.4	39
54	Problem-solving approach in an international context: Antecedents and outcome. <i>International Journal of Research in Marketing</i> , 1998 , 15, 19-35	5.5	39
53	Models of channel maintenance: What is the weaker party to do?. <i>Journal of Business Research</i> , 1994 , 30, 225-236	8.7	39
52	Buyer attentiveness in buyer-supplier relationships. <i>Industrial Marketing Management</i> , 2005 , 34, 53-61	6.9	38
51	Meeting quality and cost imperatives in a global market. <i>International Journal of Physical Distribution and Logistics Management</i> , 2000 , 30, 472-499	5.2	38
50	An integrated marketing capability benchmarking approach to dealer performance through parametric and nonparametric analyses. <i>Industrial Marketing Management</i> , 2010 , 39, 150-160	6.9	36
49	New Product Portfolio Management Decisions: Antecedents and Consequences. <i>Journal of Product Innovation Management</i> , 2013 , 30, 245-261	7.1	34
48	Do marketing capabilities consistently mediate effects of firm intangible capital on performance across institutional environments?. <i>Journal of World Business</i> , 2010 , 45, 217-227	6.1	33
47	Assessing the Core Resources in the Environmental Management System From the Resource Perspective and the Contingency Perspective. <i>IEEE Transactions on Engineering Management</i> , 2008 , 55, 304-315	2.6	33
46	A discriminant model for identifying scenarios of industrial new product failure. <i>Journal of the Academy of Marketing Science</i> , 1979 , 7, 163-183	12.4	33
45	Understanding and Managing International Product Launch: A Comparison between Developed and Emerging Markets. <i>Journal of Product Innovation Management</i> , 2011 , 28, 104-120	7.1	32
44	Supplier involvement and dealer satisfaction: implications for enhancing channel relationships. <i>Journal of Business and Industrial Marketing</i> , 1995 , 10, 7-19	3	32
43	Coevolutionary Dynamics of Automotive Competition: Product Innovation, Change, and Marketplace Survival. <i>Journal of Product Innovation Management</i> , 2014 , 31, 61-78	7.1	30
42	Signaling Quality: An Examination of the Effects of Marketing- and Nonmarketing-Controlled Signals on Perceptions of Automotive Brand Quality. <i>Journal of Product Innovation Management</i> , 2014 , 31, 728-743	7.1	28
41	Managing economic dependence and relational activities within a competitive channel environment. <i>Journal of Business Research</i> , 1994 , 29, 189-197	8.7	28
40	The effects of product modularity on launch speed. <i>International Journal of Production Research</i> , 2015 , 53, 5369-5381	7.8	26
39	ESTIMATION OF GLOBAL LOGISTICS EXPENDITURES USING NEURAL NETWORKS. <i>Journal of Business Logistics</i> , 2003 , 24, 21-36	4.6	26

38	THE TREND TOWARD OUTSOURCING IN NEW PRODUCT DEVELOPMENT: CASE STUDIES IN SIX FIRMS. <i>International Journal of Innovation Management</i> , 2003 , 07, 51-66	1.5	23
37	Brand portfolio coherence: Scale development and empirical demonstration. <i>International Journal of Research in Marketing</i> , 2018 , 35, 60-80	5.5	22
36	The Relative Advantage of Marketing over Technological Capabilities in Influencing New Product Performance: The Moderating Role of Country Institutions. <i>Journal of International Marketing</i> , 2016 , 24, 41-56	3.9	20
35	Multimethod forecasts for tourism analysis. <i>Annals of Tourism Research</i> , 1988 , 15, 387-406	7.7	19
34	Identity change vs. strategy change: the effects of rebranding announcements on stock returns. <i>Journal of the Academy of Marketing Science</i> , 2018 , 46, 795-812	12.4	18
33	Towards Improving Cross-Cultural Research:. <i>Journal of International Consumer Marketing</i> , 1995 , 7, 5-23	2.1	17
32	Development and Implementation of a Segment Selection Procedure for Industrial Product Markets. <i>Marketing Science</i> , 1999 , 18, 373-395	3.6	16
31	Product Quality as a Formative Index: Evaluating an Alternative Measurement Approach*. <i>Journal of Product Innovation Management</i> , 2013 , 30, 380-398	7.1	15
30	Evaluating International Technology Transfer in a Comparative Marketing Framework. <i>Journal of Global Marketing</i> , 1990 , 3, 23-46	2.4	14
29	Price bundling in public recreation. <i>Leisure Sciences</i> , 1990 , 12, 67-78	1.4	13
28	Overcoming basic problems between manufacturers and distributors. <i>Industrial Marketing Management</i> , 1991 , 20, 215-221	6.9	12
27	Breakeven Time on New Product Launches: An Investigation of the Drivers and Impact on Firm Performance. <i>Journal of Product Innovation Management</i> , 2014 , 31, 94-104	7.1	11
26	Shop floor manufacturing technology adoption decisions. <i>Journal of Manufacturing Technology Management</i> , 2012 , 23, 464-483	7.1	11
25	Ordered to Innovate: A Longitudinal Examination of the Early Periods of a New Product Development Process Implementation in a Manufacturing Firm. <i>Journal of Product Innovation Management</i> , 2013 , 30, 712-731	7.1	11
24	Benchmarking sales staffing efficiency in dealerships using extended data envelopment analysis. <i>Journal of Business Research</i> , 2014 , 67, 1904-1911	8.7	10
23	Anticipated regret and escalation of commitment to failing, new product development projects in business markets. <i>Industrial Marketing Management</i> , 2019 , 76, 157-168	6.9	9
22	Crossing the border: testing a negotiation model among Canadian exporters. <i>Journal of Business and Industrial Marketing</i> , 2000 , 15, 340-353	3	9
21	Canonical correlation analysis of unobserved relationships in the new product process. <i>R and D Management</i> , 1990 , 20, 3-23	4.1	9

20	The impact of industry environment on early market entry decisions by B2B managers in the U.S. and Japan. <i>Industrial Marketing Management</i> , 2010 , 39, 832-843	6.9	8
19	New product development in new ventures: the quest for resources. <i>International Journal of Production Research</i> , 2015 , 53, 2506-2523	7.8	7
18	Launch activities and timing in new product development. <i>Journal of Global Scholars of Marketing Science</i> , 2018 , 28, 33-41	2.3	7
17	Grumpier Old Men: Age and Sex Differences in the Evaluation of New Services. <i>Journal of Product Innovation Management</i> , 2012 , 29, 88-99	7.1	7
16	Do Certified Mail Third-Wave Follow-ups Really Boost Response Rates and Quality?. <i>Marketing Letters</i> , 2005 , 16, 129-141	2.3	6
15	Disentangling the effects of promotion mix on new product sales: An examination of disaggregated drivers and the moderating effect of product class. <i>Journal of Business Research</i> , 2018 , 90, 286-294	8.7	6
14	A longitudinal examination of the impact of quality perception gap on brand performance in the US Automotive Industry. <i>Marketing Letters</i> , 2017 , 28, 43-57	2.3	4
13	When to outsource the sales force for new products. <i>Industrial Marketing Management</i> , 2019 , 82, 106-116.	6.9	4
12	Interpreting interrelations across multiple levels in HGLM models. <i>International Marketing Review</i> , 2011 , 28, 34-56	4.4	4
11	Understanding environment management systems performance: an expanded empirical study. <i>International Journal of Productivity and Quality Management</i> , 2007 , 2, 263	0.3	4
10	A Goal Programming Model for Effective Segment Determination: A Comment and Application. <i>Decision Sciences</i> , 1992 , 23, 1231-1239	3.7	4
9	Effects of firm-, industry-, and country-level innovation on firm performance. <i>Marketing Letters</i> , 2020 , 31, 231-245	2.3	3
8	Do New Product Development Managers in Large or High-Market-Share Firms Perceive Marketing-R&D Interface Principles Differently?. <i>Journal of Product Innovation Management</i> , 2003 , 12, 323-333	7.1	3
7	A Model for Defensive Marketing Strategy with Examples from the Europe 1992 Context. <i>Journal of Euromarketing</i> , 1991 , 1, 9-38		3
6	A discriminant model for identifying scenarios of industrial new product failure 1979 , 7, 163		3
5	Brand relevance and the effects of product proliferation across product categories. <i>Journal of the Academy of Marketing Science</i> , 2020 , 48, 1192-1210	12.4	2
4	Reciprocal value sharing in manufacturer-retailer relationships: the case of new product introductions. <i>Marketing Letters</i> , 2018 , 29, 87-100	2.3	
3	A reply to Francis Buttle by Roger J. Calantone. <i>International Journal of Hospitality Management</i> , 1988 , 7, 168	8.3	

2 Managing the Supply Chain Implications of Launch 325-338

1 Does equity-based compensation motivate executives to build strong brands?. *Journal of Marketing Management*, 1-28

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