

Chenting Su

List of Publications by Year in descending order

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Version: 2024-02-01

24
papers

2,805
citations

394286

19
h-index

580701

25
g-index

25
all docs

25
docs citations

25
times ranked

2008
citing authors

#	ARTICLE	IF	CITATIONS
1	Between contracts and trust: Disentangling the safeguarding and coordinating effects over the relationship life cycle. <i>Industrial Marketing Management</i> , 2020, 84, 183-193.	3.7	30
2	Toward a social fitness perspective on contract design: Contract legitimacy and influence strategy. <i>Industrial Marketing Management</i> , 2020, 85, 254-268.	3.7	7
3	Network embeddedness as a dependence-balancing mechanism in developing markets: differential effects for channel partners with asymmetric dependencies. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 1064-1084.	7.2	31
4	Contract design capability as a trust enabler in the pre-formation phase of interfirm relationships. <i>Journal of Business Research</i> , 2019, 95, 103-115.	5.8	21
5	Consumer Responses to Corporate Environmental Actions in China: An Environmental Legitimacy Perspective. <i>Journal of Business Ethics</i> , 2017, 143, 589-602.	3.7	33
6	Trust in Interorganizational Relationships. <i>Journal of Management</i> , 2017, 43, 1050-1075.	6.3	78
7	Supply chain management in emerging markets. <i>Journal of Operations Management</i> , 2016, 46, 1-4.	3.3	31
8	Institutional theory in business marketing: A conceptual framework and future directions. <i>Industrial Marketing Management</i> , 2014, 43, 721-725.	3.7	74
9	Market munificence and inter-firm information sharing: The moderating effect of specific assets. <i>Journal of Business Research</i> , 2013, 66, 2130-2138.	5.8	36
10	Understanding Asian business strategy: Modeling institution-based legitimacy-embedded efficiency. <i>Journal of Business Research</i> , 2013, 66, 2369-2374.	5.8	20
11	Dealing with Institutional Distances in International Marketing Channels: Governance Strategies that Engender Legitimacy and Efficiency. <i>Journal of Marketing</i> , 2012, 76, 41-55.	7.0	233
12	The many faces of trust and guanxi behavior: Evidence from marketing channels in China. <i>Industrial Marketing Management</i> , 2011, 40, 503-509.	3.7	90
13	Interpersonal influence as an alternative channel communication behavior in emerging markets: The case of China. <i>Journal of International Business Studies</i> , 2009, 40, 668-689.	4.6	117
14	Does Relationship Quality Matter in Consumer Ethical Decision Making? Evidence from China. <i>Journal of Business Ethics</i> , 2009, 88, 483-496.	3.7	20
15	Harmonizing conflict in husbandâ€™wife purchase decision making: perceived fairness and spousal influence dynamics. <i>Journal of the Academy of Marketing Science</i> , 2008, 36, 378-394.	7.2	18
16	How Face Influences Consumption - A Comparative Study of American and Chinese Consumers. <i>International Journal of Market Research</i> , 2007, 49, 237-256.	2.8	244
17	Enabling Guanxi Management in China: A Hierarchical Stakeholder Model of Effective Guanxi. <i>Journal of Business Ethics</i> , 2007, 71, 301-319.	3.7	124
18	Is Guanxi Orientation Bad, Ethically Speaking? A Study of Chinese Enterprises. <i>Journal of Business Ethics</i> , 2003, 44, 303-312.	3.7	127

#	ARTICLE	IF	CITATIONS
19	Face consciousness and risk aversion: Do they affect consumer decision-making?. Psychology and Marketing, 2003, 20, 733-755.	4.6	313
20	A Temporal Dynamic Model of Spousal Family Purchase-Decision Behavior. Journal of Marketing Research, 2003, 40, 268-281.	3.0	65
21	A paradox of priceâ€“quality and market efficiency: a comparative study of the US and China markets. International Journal of Research in Marketing, 2002, 19, 349-365.	2.4	102
22	Entering Guanxi: A Business Ethical Dilemma in Mainland China?. Journal of Business Ethics, 2001, 33, 199-210.	3.7	242
23	The Ethics of Consumer Sovereignty in an Age of High Tech. Journal of Business Ethics, 2000, 28, 1-14.	3.7	45
24	Destination Image, Self-Congruity, and Travel Behavior: Toward an Integrative Model. Journal of Travel Research, 2000, 38, 340-352.	5.8	692