

James R Lumpkin

List of Publications by Year in descending order

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Version: 2024-02-01

21
papers

543
citations

1040056

9
h-index

839539

18
g-index

21
all docs

21
docs citations

21
times ranked

273
citing authors

#	ARTICLE	IF	CITATIONS
1	Shopping orientation segmentation of the elderly consumer. <i>Journal of the Academy of Marketing Science</i> , 1985, 13, 271-289.	11.2	185
2	Validity of a Brief Locus of Control Scale for Survey Research. <i>Psychological Reports</i> , 1985, 57, 655-659.	1.7	89
3	Psychological climate in franchising system channels and franchisor-franchisee solidarity. <i>Journal of Business Research</i> , 1995, 34, 81-91.	10.2	59
4	The Influence of Psychological Climate on Conflict Resolution Strategies in Franchise Relationships. <i>Journal of the Academy of Marketing Science</i> , 1993, 21, 207-215.	11.2	38
5	Problem- and Emotion-Focused Coping Dimensions and Sales Presentation Effectiveness. <i>Journal of the Academy of Marketing Science</i> , 1994, 22, 28-37.	11.2	38
6	Personality Characteristics and Salespeople's Choice of Coping Strategies. <i>Journal of the Academy of Marketing Science</i> , 1995, 23, 132-140.	11.2	33
7	Establishing the Validity of an Abbreviated Locus of Control Scale: Is a Brief Levenson's Scale Any Better?. <i>Psychological Reports</i> , 1988, 63, 519-523.	1.7	22
8	Internal and External Country of Origin Stereotypes in the Global Marketplace:. <i>Journal of Global Marketing</i> , 1994, 7, 61-78.	3.4	22
9	Mature Consumer Awareness and Attitudes Toward Retirement Housing and Long-Term Care Alternatives. <i>Journal of Consumer Affairs</i> , 1997, 31, 113-138.	2.3	16
10	Health versus Activity in Elderly Persons' Locus of Control. <i>Perceptual and Motor Skills</i> , 1985, 60, 288-288.	1.3	10
11	The Effect of Self-Reliance and Information Needs on Over-the-Counter Medication Use Among the Elderly. <i>Journal of Pharmaceutical Marketing and Management</i> , 1989, 4, 25-45.	0.1	8
12	PART THREE: ELDERLY AND LONG-TERM CARE. <i>Health Marketing Quarterly</i> , 1990, 8, 95-118.	1.0	7
13	Catalysts for OTC Drug Communication Strategies. <i>Health Marketing Quarterly</i> , 1991, 8, 155-179.	1.0	6
14	The Effect of Consumer Perceptions on Generic OTC Usage Among the Elderly. <i>Health Marketing Quarterly</i> , 1993, 10, 169-184.	1.0	3
15	An Empirical Test of the Relationship between Isolation and Disengagement of Elderly Persons. <i>Psychological Reports</i> , 1987, 60, 823-830.	1.7	2
16	Walk-in-Clinics versus Private Practitioners:. <i>Health Marketing Quarterly</i> , 1990, 8, 119-133.	1.0	2
17	The Effect of Self-Reliance and Information Needs on Over-the-Counter Medication Use Among the Elderly. <i>Journal of Pharmaceutical Marketing and Management</i> , 1989, 4, 25-45.	0.1	2
18	Elderly Consumers' Characterization of Medication Information Sources. <i>Journal of Current Issues and Research in Advertising</i> , 1993, 15, 101-111.	4.3	1

#	ARTICLE	IF	CITATIONS
19	Profiling the U.S. Consumer Market for Apparel in Selected Latin American Countries. Journal of International Consumer Marketing, 1989, 1, 65-86.	3.7	0
20	Stability of the Isolation/Disengagement Relationship across Age Groups. Psychological Reports, 1990, 66, 176-178.	1.7	0
21	Profiling the Generic-Prone Consumer. Journal of Pharmaceutical Marketing and Management, 1994, 8, 3-25.	0.1	0