

# Gregory A Rich

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11991441/publications.pdf>

Version: 2024-02-01

9  
papers

1,178  
citations

1307594

7  
h-index

1588992

8  
g-index

9  
all docs

9  
docs citations

9  
times ranked

911  
citing authors

#	ARTICLE	IF	CITATIONS
1	Transformational and Transactional Leadership and Salesperson Performance. Journal of the Academy of Marketing Science, 2001, 29, 115-134.	11.2	590
2	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. Personnel Psychology, 1995, 48, 587-605.	2.8	494
3	Salesperson Optimism: Can Sales Managers Enhance it and so What if They Do?. Journal of Marketing Theory and Practice, 1999, 7, 53-63.	4.3	41
4	A qualitative study of leader behaviors perceived to enable salesperson performance. Journal of Personal Selling and Sales Management, 2019, 39, 319-333.	2.8	21
5	Examining the use of sales force management practices. Journal of Business and Industrial Marketing, 2017, 32, 974-986.	3.0	10
6	An ecosystems analysis of how sales managers develop salespeople. Journal of Business and Industrial Marketing, 2021, 36, 654-665.	3.0	10
7	An Empirical Investigation of Components of Industrial Buyer Motivation. Journal of Business-to-Business Marketing, 1995, 2, 5-35.	1.5	7
8	The Internet: Boom or Bust to Sales Organisations?. Journal of Marketing Management, 2002, 18, 287-300.	2.3	5
9	Role Overload Among Undergraduate College Students. SSRN Electronic Journal, 0, , .	0.4	0