

Gregory A Rich

List of Publications by Year in descending order

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

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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	An ecosystems analysis of how sales managers develop salespeople. Journal of Business and Industrial Marketing, 2021, 36, 654-665.	3.0	10
2	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
3	Examining the use of sales force management practices. Journal of Business and Industrial Marketing, 2017, 32, 974-986.	3.0	10
4	The Internet: Boom or Bust to Sales Organisations?. Journal of Marketing Management, 2002, 18, 287-300.	2.3	5
5	Transformational and Transactional Leadership and Salesperson Performance. Journal of the Academy of Marketing Science, 2001, 29, 115-134.	11.2	590
6	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
7	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. Personnel Psychology, 1995, 48, 587-605.	2.8	494
8	An Empirical Investigation of Components of Industrial Buyer Motivation. Journal of Business-to-Business Marketing, 1995, 2, 5-35.	1.5	7
9	Role Overload Among Undergraduate College Students. SSRN Electronic Journal, 0, , .	0.4	0