

# Scott B Mackenzie

## List of Publications by Year in descending order

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55  
papers

87,594  
citations

46984

47  
h-index

182361

51  
g-index

55  
all docs

55  
docs citations

55  
times ranked

36134  
citing authors

#	ARTICLE	IF	CITATIONS
1	Common method biases in behavioral research: A critical review of the literature and recommended remedies.. Journal of Applied Psychology, 2003, 88, 879-903.	4.2	50,127
2	Sources of Method Bias in Social Science Research and Recommendations on How to Control It. Annual Review of Psychology, 2012, 63, 539-569.	9.9	9,037
3	Transformational leader behaviors and their effects on followers' trust in leader, satisfaction, and organizational citizenship behaviors. Leadership Quarterly, 1990, 1, 107-142.	3.6	3,832
4	Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. Journal of Management, 2000, 26, 513-563.	6.3	3,702
5	Common Method Bias in Marketing: Causes, Mechanisms, and Procedural Remedies. Journal of Retailing, 2012, 88, 542-555.	4.0	1,659
6	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. Journal of Marketing, 1989, 53, 48-65.	7.0	1,564
7	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. Journal of Marketing Research, 1986, 23, 130-143.	3.0	1,390
8	The Problem of Measurement Model Misspecification in Behavioral and Organizational Research and Some Recommended Solutions.. Journal of Applied Psychology, 2005, 90, 710-730.	4.2	1,274
9	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. Journal of Marketing Research, 1986, 23, 130.	3.0	1,094
10	Organizational citizenship behavior and the quantity and quality of work group performance.. Journal of Applied Psychology, 1997, 82, 262-270.	4.2	1,087
11	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. Journal of Marketing, 1989, 53, 48.	7.0	972
12	Transformational Leader Behaviors and Substitutes for Leadership as Determinants of Employee Satisfaction, Commitment, Trust, and Organizational Citizenship Behaviors. Journal of Management, 1996, 22, 259-298.	6.3	950
13	Impact of Organizational Citizenship Behavior on Organizational Performance: A Review and Suggestion for Future Research. Human Performance, 1997, 10, 133-151.	1.4	880
14	The influence of management journals in the 1980s and 1990s. Strategic Management Journal, 2005, 26, 473-488.	4.7	651
15	Organizational citizenship behavior and objective productivity as determinants of managerial evaluations of salespersons' performance. Organizational Behavior and Human Decision Processes, 1991, 50, 123-150.	1.4	593
16	Transformational and Transactional Leadership and Salesperson Performance. Journal of the Academy of Marketing Science, 2001, 29, 115-134.	7.2	590
17	Organizational Citizenship Behaviors and Sales Unit Effectiveness. Journal of Marketing Research, 1994, 31, 351-363.	3.0	502
18	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. Personnel Psychology, 1995, 48, 587-605.	2.2	494

#	ARTICLE	IF	CITATIONS
19	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , 1994, 31, 351.	3.0	490
20	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , 1998, 62, 87-98.	7.0	475
21	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , 1993, 57, 70-80.	7.0	431
22	Transformational leader behaviors and substitutes for leadership as determinants of employee satisfaction, commitment, trust, and organizational citize. <i>Journal of Management</i> , 1996, 22, 259-298.	6.3	398
23	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , 1998, 62, 87.	7.0	391
24	Scholarly Influence in the Field of Management: A Bibliometric Analysis of the Determinants of University and Author Impact in the Management Literature in the Past Quarter Century. <i>Journal of Management</i> , 2008, 34, 641-720.	6.3	385
25	Recommendations for Creating Better Concept Definitions in the Organizational, Behavioral, and Social Sciences. <i>Organizational Research Methods</i> , 2016, 19, 159-203.	5.6	359
26	Relationships between leader reward and punishment behavior and subordinate attitudes, perceptions, and behaviors: A meta-analytic review of existing and new research. <i>Organizational Behavior and Human Decision Processes</i> , 2006, 99, 113-142.	1.4	320
27	The mismeasure of man(agement) and its implications for leadership research. <i>Leadership Quarterly</i> , 2003, 14, 615-656.	3.6	303
28	Meta-analysis of the relationships between Kerr and Jermier's substitutes for leadership and employee job attitudes, role perceptions, and performance.. <i>Journal of Applied Psychology</i> , 1996, 81, 380-399.	4.2	301
29	The Dangers of Poor Construct Conceptualization. <i>Journal of the Academy of Marketing Science</i> , 2003, 31, 323-326.	7.2	300
30	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , 1993, 57, 70.	7.0	256
31	Consequences of unit-level organizational citizenship behaviors: A review and recommendations for future research. <i>Journal of Organizational Behavior</i> , 2014, 35, S87-S119.	2.9	246
32	The Role of Attention in Mediating the Effect of Advertising on Attribute Importance. <i>Journal of Consumer Research</i> , 1986, 13, 174.	3.5	238
33	How Does Motivation Moderate the Impact of Central and Peripheral Processing on Brand Attitudes and Intentions?. <i>Journal of Consumer Research</i> , 1992, 18, 519.	3.5	217
34	An examination of the psychometric properties and nomological validity of some revised and reduced substitutes for leadership scales.. <i>Journal of Applied Psychology</i> , 1994, 79, 702-713.	4.2	215
35	CHALLENGE-ORIENTED ORGANIZATIONAL CITIZENSHIP BEHAVIORS AND ORGANIZATIONAL EFFECTIVENESS: DO CHALLENGE-ORIENTED BEHAVIORS REALLY HAVE AN IMPACT ON THE ORGANIZATION'S BOTTOM LINE?. <i>Personnel Psychology</i> , 2011, 64, 559-592.	2.2	206
36	Modeling the Determinants and Effects of Creativity in Advertising. <i>Marketing Science</i> , 2007, 26, 819-833.	2.7	204

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37	Do Citizenship Behaviors Matter More for Managers Than for Salespeople?. Journal of the Academy of Marketing Science, 1999, 27, 396-410.	7.2	186
38	Do Substitutes for Leadership Really Substitute for Leadership? An Empirical Examination of Kerr and Jermier's Situational Leadership Model. Organizational Behavior and Human Decision Processes, 1993, 54, 1-44.	1.4	177
39	Customer-oriented boundary-spanning behaviors: Test of a social exchange model of antecedents. Journal of Retailing, 2005, 81, 141-157.	4.0	170
40	Opportunities for Improving Consumer Research through Latent Variable Structural Equation Modeling. Journal of Consumer Research, 2001, 28, 159-166.	3.5	159
41	Context is Key: The Effect of Program-Induced Mood on Thoughts about the Ad. Journal of Advertising, 1998, 27, 17-31.	4.1	136
42	Substitutes for leadership and the management of professionals. Leadership Quarterly, 1993, 4, 1-44.	3.6	122
43	The Role of Consensus in Sales Team Performance. Journal of Marketing Research, 2010, 47, 458-469.	3.0	99
44	Searching for a Needle in a Haystack: Trying to Identify the Illusive Moderators of Leadership Behaviors. Journal of Management, 1995, 21, 422-470.	6.3	79
45	Moderating effects of goal acceptance on the relationship between group cohesiveness and productivity.. Journal of Applied Psychology, 1997, 82, 974-983.	4.2	74
46	Are we really measuring what we say we're measuring? Using video techniques to supplement traditional construct validation procedures.. Journal of Applied Psychology, 2013, 98, 99-113.	4.2	67
47	An examination of substitutes for leadership within a levels-of-analysis framework. Leadership Quarterly, 1995, 6, 289-328.	3.6	60
48	Kerr and Jermier's substitutes for leadership model: Background, empirical assessment, and suggestions for future research. Leadership Quarterly, 1997, 8, 117-132.	3.6	50
49	Citizenship behavior and fairness in organizations: Issues and directions for future research. Employee Responsibilities and Rights Journal, 1993, 6, 257-269.	0.6	48
50	Un examen critique des indicateurs de construit et des erreurs de spécification des modèles de mesure dans la recherche en marketing et en comportement du consommateur. Recherche Et Applications En Marketing, 2004, 19, 73-97.	0.2	19
51	Individual- and Organizational-Level Consequences of Organizational Citizenship Behaviors. , 2017, , .		4
52	Observation versus Perception in the Conceptualization and Measurement of Participation Equality in Computer-Mediated Communication. Decision Sciences, 2018, 49, 593-624.	3.2	4
53	Organizational Citizenship Behavior: Introduction and Overview of the Handbook. , 2016, , .		3
54	Multilevel Antecedents of Organizational Citizenship Behavior: A Review and Recommendations for Future Research. , 2017, , .		2

#	ARTICLE	IF	CITATIONS
55	Research on Organizational Citizenship Behavior: Where Do We Go From Here?. , 2018, , .		2