

Scott B Mackenzie

List of Publications by Citations

Source: <https://exaly.com/author-pdf/12126382/scott-b-mackenzie-publications-by-citations.pdf>

Version: 2024-04-26

This document has been generated based on the publications and citations recorded by exaly.com. For the latest version of this publication list, visit the link given above.

The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

53
papers

63,671
citations

47
h-index

55
g-index

55
ext. papers

74,882
ext. citations

7.1
avg, IF

7.89
L-index

#	Paper	IF	Citations
53	Common method biases in behavioral research: a critical review of the literature and recommended remedies. <i>Journal of Applied Psychology</i> , 2003 , 88, 879-903	7.4	36129
52	Sources of method bias in social science research and recommendations on how to control it. <i>Annual Review of Psychology</i> , 2012 , 63, 539-69	26.1	5674
51	Transformational leader behaviors and their effects on followers' Trust in leader, satisfaction, and organizational citizenship behaviors. <i>Leadership Quarterly</i> , 1990 , 1, 107-142	6.3	2975
50	Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. <i>Journal of Management</i> , 2000 , 26, 513-563	8.8	2765
49	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. <i>Journal of Marketing</i> , 1989 , 53, 48-65	11	1246
48	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. <i>Journal of Marketing Research</i> , 1986 , 23, 130-143	5.2	1207
47	The problem of measurement model misspecification in behavioral and organizational research and some recommended solutions. <i>Journal of Applied Psychology</i> , 2005 , 90, 710-30	7.4	1028
46	Common Method Bias in Marketing: Causes, Mechanisms, and Procedural Remedies. <i>Journal of Retailing</i> , 2012 , 88, 542-555	6.5	945
45	Organizational citizenship behavior and the quantity and quality of work group performance. <i>Journal of Applied Psychology</i> , 1997 , 82, 262-70	7.4	862
44	Transformational Leader Behaviors and Substitutes for Leadership as Determinants of Employee Satisfaction, Commitment, Trust, and Organizational Citizenship Behaviors. <i>Journal of Management</i> , 1996 , 22, 259-298	8.8	858
43	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. <i>Journal of Marketing Research</i> , 1986 , 23, 130	5.2	845
42	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. <i>Journal of Marketing</i> , 1989 , 53, 48	11	835
41	Impact of Organizational Citizenship Behavior on Organizational Performance: A Review and Suggestion for Future Research. <i>Human Performance</i> , 1997 , 10, 133-151	2.4	682
40	The influence of management journals in the 1980s and 1990s. <i>Strategic Management Journal</i> , 2005 , 26, 473-488	5.2	483
39	Organizational citizenship behavior and objective productivity as determinants of managerial evaluations of salespersons' performance. <i>Organizational Behavior and Human Decision Processes</i> , 1991 , 50, 123-150	4	460
38	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , 1994 , 31, 351-363	5.2	449
37	Transformational and transactional leadership and salesperson performance. <i>Journal of the Academy of Marketing Science</i> , 2001 , 29, 115-134	12.4	447

36	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , 1998 , 62, 87-98	11	415
35	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. <i>Personnel Psychology</i> , 1995 , 48, 587-605	4	377
34	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , 1993 , 57, 70-80	11	365
33	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , 1998 , 62, 87	11	305
32	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , 1994 , 31, 351	5.2	303
31	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	8.8	288
30	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , 1993 , 57, 70	11	248
29	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, 380-394	7.4	246
28	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	4	239
27	The mismeasure of man(agement) and its implications for leadership research. <i>Leadership Quarterly</i> , 2003 , 14, 615-656	6.3	222
26	The dangers of poor construct conceptualization. <i>Journal of the Academy of Marketing Science</i> , 2003 , 31, 323-326	12.4	212
25	Recommendations for Creating Better Concept Definitions in the Organizational, Behavioral, and Social Sciences. <i>Organizational Research Methods</i> , 2016 , 19, 159-203	5.7	202
24	The Role of Attention in Mediating the Effect of Advertising on Attribute Importance. <i>Journal of Consumer Research</i> , 1986 , 13, 174	6.3	202
23	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	6.3	178
22	Consequences of unit-level organizational citizenship behaviors: A review and recommendations for future research. <i>Journal of Organizational Behavior</i> , 2014 , 35, S87-S119	6.9	169
21	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	7.4	169
20	Modeling the Determinants and Effects of Creativity in Advertising. <i>Marketing Science</i> , 2007 , 26, 819-833	3.6	167
19	Do Substitutes for Leadership Really Substitute for Leadership? An Empirical Examination of Kerr and Jermier's Situational Leadership Model. <i>Organizational Behavior and Human Decision Processes</i> , 1993 , 54, 1-44	4	152

18	Customer-oriented boundary-spanning behaviors: Test of a social exchange model of antecedents. <i>Journal of Retailing</i> , 2005 , 81, 141-157	6.5	145
17	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	4	140
16	Transformational leader behaviors and substitutes for leadership as determinants of employee satisfaction, commitment, trust, and organizational citizenship. <i>Journal of Management</i> , 1996 , 22, 259-298	8.8	138
15	Do citizenship behaviors matter more for managers than for salespeople?. <i>Journal of the Academy of Marketing Science</i> , 1999 , 27, 396-410	12.4	135
14	Opportunities for Improving Consumer Research through Latent Variable Structural Equation Modeling. <i>Journal of Consumer Research</i> , 2001 , 28, 159-166	6.3	122
13	Context is Key: The Effect of Program-Induced Mood on Thoughts about the Ad. <i>Journal of Advertising</i> , 1998 , 27, 17-31	4.4	119
12	Substitutes for leadership and the management of professionals. <i>Leadership Quarterly</i> , 1993 , 4, 1-44	6.3	104
11	The Role of Consensus in Sales Team Performance. <i>Journal of Marketing Research</i> , 2010 , 47, 458-469	5.2	80
10	Searching for a Needle in a Haystack: Trying to Identify the Illusive Moderators of Leadership Behaviors. <i>Journal of Management</i> , 1995 , 21, 422-470	8.8	73
9	Moderating effects of goal acceptance on the relationship between group cohesiveness and productivity.. <i>Journal of Applied Psychology</i> , 1997 , 82, 974-983	7.4	55
8	An examination of substitutes for leadership within a levels-of-analysis framework. <i>Leadership Quarterly</i> , 1995 , 6, 289-328	6.3	53
7	Are we really measuring what we say we're measuring? Using video techniques to supplement traditional construct validation procedures. <i>Journal of Applied Psychology</i> , 2013 , 98, 99-113	7.4	50
6	Citizenship behavior and fairness in organizations: Issues and directions for future research. <i>Employee Responsibilities and Rights Journal</i> , 1993 , 6, 257-269	0.5	44
5	Kerr and Jermier's substitutes for leadership model: Background, empirical assessment, and suggestions for future research. <i>Leadership Quarterly</i> , 1997 , 8, 117-132	6.3	43
4	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. <i>Recherche Et Applications En Marketing</i> , 2004 , 19, 73-97	0.4	15
3	Individual- and Organizational-Level Consequences of Organizational Citizenship Behaviors 2017 ,		3
2	Observation versus Perception in the Conceptualization and Measurement of Participation Equality in Computer-Mediated Communication. <i>Decision Sciences</i> , 2018 , 49, 593-624	3.7	2
1	Organizational Citizenship Behavior: Introduction and Overview of the Handbook 2016 ,		1

