

# Scott B Mackenzie

## List of Publications by Year in Descending Order

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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	Observation versus Perception in the Conceptualization and Measurement of Participation Equality in Computer-Mediated Communication. <i>Decision Sciences</i> , <b>2018</b> , 49, 593-624	3.7	2
52	Individual- and Organizational-Level Consequences of Organizational Citizenship Behaviors <b>2017</b> ,		3
51	Organizational Citizenship Behavior: Introduction and Overview of the Handbook <b>2016</b> ,		1
50	Recommendations for Creating Better Concept Definitions in the Organizational, Behavioral, and Social Sciences. <i>Organizational Research Methods</i> , <b>2016</b> , 19, 159-203	5.7	202
49	Consequences of unit-level organizational citizenship behaviors: A review and recommendations for future research. <i>Journal of Organizational Behavior</i> , <b>2014</b> , 35, S87-S119	6.9	169
48	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> , <b>2013</b> , 98, 99-113	7.4	50
47	Sources of method bias in social science research and recommendations on how to control it. <i>Annual Review of Psychology</i> , <b>2012</b> , 63, 539-69	26.1	5674
46	Common Method Bias in Marketing: Causes, Mechanisms, and Procedural Remedies. <i>Journal of Retailing</i> , <b>2012</b> , 88, 542-555	6.5	945
45	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> , <b>2011</b> , 64, 559-592	4	140
44	The Role of Consensus in Sales Team Performance. <i>Journal of Marketing Research</i> , <b>2010</b> , 47, 458-469	5.2	80
43	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> , <b>2008</b> , 34, 641-720	8.8	288
42	Modeling the Determinants and Effects of Creativity in Advertising. <i>Marketing Science</i> , <b>2007</b> , 26, 819-833	3.6	167
41	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> , <b>2006</b> , 99, 113-142	4	239
40	The problem of measurement model misspecification in behavioral and organizational research and some recommended solutions. <i>Journal of Applied Psychology</i> , <b>2005</b> , 90, 710-30	7.4	1028
39	Customer-oriented boundary-spanning behaviors: Test of a social exchange model of antecedents. <i>Journal of Retailing</i> , <b>2005</b> , 81, 141-157	6.5	145
38	The influence of management journals in the 1980s and 1990s. <i>Strategic Management Journal</i> , <b>2005</b> , 26, 473-488	5.2	483
37	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> , <b>2004</b> , 19, 73-97	0.4	15

36	The dangers of poor construct conceptualization. <i>Journal of the Academy of Marketing Science</i> , <b>2003</b> , 31, 323-326	12.4	212
35	The mismeasure of man(agement) and its implications for leadership research. <i>Leadership Quarterly</i> , <b>2003</b> , 14, 615-656	6.3	222
34	Common method biases in behavioral research: a critical review of the literature and recommended remedies. <i>Journal of Applied Psychology</i> , <b>2003</b> , 88, 879-903	7.4	36129
33	Transformational and transactional leadership and salesperson performance. <i>Journal of the Academy of Marketing Science</i> , <b>2001</b> , 29, 115-134	12.4	447
32	Opportunities for Improving Consumer Research through Latent Variable Structural Equation Modeling. <i>Journal of Consumer Research</i> , <b>2001</b> , 28, 159-166	6.3	122
31	Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. <i>Journal of Management</i> , <b>2000</b> , 26, 513-563	8.8	2765
30	Do citizenship behaviors matter more for managers than for salespeople?. <i>Journal of the Academy of Marketing Science</i> , <b>1999</b> , 27, 396-410	12.4	135
29	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , <b>1998</b> , 62, 87	11	305
28	Context is Key: The Effect of Program-Induced Mood on Thoughts about the Ad. <i>Journal of Advertising</i> , <b>1998</b> , 27, 17-31	4.4	119
27	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , <b>1998</b> , 62, 87-98	11	415
26	Organizational citizenship behavior and the quantity and quality of work group performance. <i>Journal of Applied Psychology</i> , <b>1997</b> , 82, 262-70	7.4	862
25	Moderating effects of goal acceptance on the relationship between group cohesiveness and productivity.. <i>Journal of Applied Psychology</i> , <b>1997</b> , 82, 974-983	7.4	55
24	Impact of Organizational Citizenship Behavior on Organizational Performance: A Review and Suggestion for Future Research. <i>Human Performance</i> , <b>1997</b> , 10, 133-151	2.4	682
23	Kerr and Jermier's substitutes for leadership model: Background, empirical assessment, and suggestions for future research. <i>Leadership Quarterly</i> , <b>1997</b> , 8, 117-132	6.3	43
22	Transformational leader behaviors and substitutes for leadership as determinants of employee satisfaction, commitment, trust, and organizational citize. <i>Journal of Management</i> , <b>1996</b> , 22, 259-298	8.8	138
21	Transformational Leader Behaviors and Substitutes for Leadership as Determinants of Employee Satisfaction, Commitment, Trust, and Organizational Citizenship Behaviors. <i>Journal of Management</i> , <b>1996</b> , 22, 259-298	8.8	858
20	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> , <b>1996</b> , 81, 380-394	7.4	246
19	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. <i>Personnel Psychology</i> , <b>1995</b> , 48, 587-605	4	377

18	Searching for a Needle in a Haystack: Trying to Identify the Illusive Moderators of Leadership Behaviors. <i>Journal of Management</i> , <b>1995</b> , 21, 422-470	8.8	73
17	An examination of substitutes for leadership within a levels-of-analysis framework. <i>Leadership Quarterly</i> , <b>1995</b> , 6, 289-328	6.3	53
16	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , <b>1994</b> , 31, 351-363	5.2	449
15	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , <b>1994</b> , 31, 351	5.2	303
14	An examination of the psychometric properties and nomological validity of some revised and reduced substitutes for leadership scales.. <i>Journal of Applied Psychology</i> , <b>1994</b> , 79, 702-713	7.4	169
13	Substitutes for leadership and the management of professionals. <i>Leadership Quarterly</i> , <b>1993</b> , 4, 1-44	6.3	104
12	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , <b>1993</b> , 57, 70	11	248
11	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , <b>1993</b> , 57, 70-80	11	365
10	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> , <b>1993</b> , 54, 1-44	4	152
9	Citizenship behavior and fairness in organizations: Issues and directions for future research. <i>Employee Responsibilities and Rights Journal</i> , <b>1993</b> , 6, 257-269	0.5	44
8	How Does Motivation Moderate the Impact of Central and Peripheral Processing on Brand Attitudes and Intentions?. <i>Journal of Consumer Research</i> , <b>1992</b> , 18, 519	6.3	178
7	Organizational citizenship behavior and objective productivity as determinants of managerial evaluations of salespersonsTperformance. <i>Organizational Behavior and Human Decision Processes</i> , <b>1991</b> , 50, 123-150	4	460
6	Transformational leader behaviors and their effects on followersTtrust in leader, satisfaction, and organizational citizenship behaviors. <i>Leadership Quarterly</i> , <b>1990</b> , 1, 107-142	6.3	2975
5	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. <i>Journal of Marketing</i> , <b>1989</b> , 53, 48-65	11	1246
4	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. <i>Journal of Marketing</i> , <b>1989</b> , 53, 48	11	835
3	The Role of Attention in Mediating the Effect of Advertising on Attribute Importance. <i>Journal of Consumer Research</i> , <b>1986</b> , 13, 174	6.3	202
2	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. <i>Journal of Marketing Research</i> , <b>1986</b> , 23, 130	5.2	845
1	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. <i>Journal of Marketing Research</i> , <b>1986</b> , 23, 130-143	5.2	1207

