

Eric J Arnould

List of Publications by Citations

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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.

23
papers

4,649
citations

14
h-index

27
g-index

27
ext. papers

5,131
ext. citations

4.1
avg, IF

5.7
L-index

#	Paper	IF	Citations
23	River Magic: Extraordinary Experience and the Extended Service Encounter. <i>Journal of Consumer Research</i> , 1993 , 20, 24	6.3	1576
22	How Brand Community Practices Create Value. <i>Journal of Marketing</i> , 2009 , 73, 30-51	11	1494
21	"My Favorite Things": A Cross-Cultural Inquiry into Object Attachment, Possessiveness, and Social Linkage. <i>Journal of Consumer Research</i> , 1988 , 14, 531	6.3	538
20	"We Gather Together": Consumption Rituals of Thanksgiving Day. <i>Journal of Consumer Research</i> , 1991 , 18, 13	6.3	370
19	Toward a Broadened Theory of Preference Formation and the Diffusion of Innovations: Cases from Zinder Province, Niger Republic. <i>Journal of Consumer Research</i> , 1989 , 16, 239	6.3	120
18	MAKING MAGIC CONSUMPTION: A Study of White-Water River Rafting. <i>Journal of Contemporary Ethnography</i> , 1999 , 28, 33-68	1	88
17	Mutuality: Critique and substitute for Belk's Sharing. <i>Marketing Theory</i> , 2016 , 16, 75-99	2.5	82
16	Dynamic transformations for base-of-the-pyramid market clusters. <i>Journal of the Academy of Marketing Science</i> , 2005 , 33, 254-274	12.4	81
15	Constraints on Sustainable Energy Consumption: Market System and Public Policy Challenges and Opportunities. <i>Journal of Public Policy and Marketing</i> , 2009 , 28, 102-113	3.8	79
14	Consumer Movements and Collective Creativity: The Case of Restaurant Day. <i>Journal of Consumer Research</i> , 2018 , 45, 251-274	6.3	52
13	Ideological Challenges to Changing Strategic Orientation in Commodity Agriculture. <i>Journal of Marketing</i> , 2014 , 78, 103-119	11	47
12	Consumer Fetish: Commercial Ethnography and the Sovereign Consumer. <i>Organization Studies</i> , 2015 , 36, 1361-1386	3.6	21
11	Consumer Culture Theory: Development, Critique, Application and Prospects. <i>Foundations and Trends in Marketing</i> , 2019 , 12, 80-166	1.4	17
10	Portable technology and multi-domain energy practices. <i>Marketing Theory</i> , 2020 , 20, 3-22	2.5	11
9	Narrative transparency. <i>Journal of Marketing Management</i> , 2014 , 30, 1353-1376	3.2	7
8	Changing the Terms of Rural Development: Collaborative Research in Cultural Ecology in the Sahel. <i>Human Organization</i> , 1990 , 49, 339-354	1.2	5
7	Systemic small-player market exclusion in an east African context. <i>Consumption Markets and Culture</i> , 2019 , 22, 508-527	1.7	4

6	The handbag. <i>Consumption Markets and Culture</i> , 2020 , 1-8	1.7	4
5	Fetish, magic, marketing. <i>Anthropology Today</i> , 2017 , 33, 28-32	1	3
4	Consumer Culture Theory 2019 , 93-126		3
3	Merchant Capital, Simple Reproduction, and Underdevelopment: Peasant Traders in Zinder, Niger Republic. <i>Canadian Journal of African Studies</i> , 1986 , 20, 323-356	0.7	2
2	Ontology and circulation: towards an eco-economy of persons. <i>Journal of Marketing Management</i> , 1-27	3.2	1
1	Glocalization in Service Cultures: Tensions in Customers' Service Expectations and Experiences. <i>Journal of Service Research</i> , 109467052210946	6	