

Sunil Sahadev

List of Publications by Year in descending order

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41
papers

1,166
citations

430874

18
h-index

414414

32
g-index

42
all docs

42
docs citations

42
times ranked

1007
citing authors

#	ARTICLE	IF	CITATIONS
1	Role of switching costs in the service quality, perceived value, customer satisfaction and customer retention linkage. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2011, 23, 327-345.	3.2	142
2	Modelling the consequences of e-service quality. <i>Marketing Intelligence and Planning</i> , 2008, 26, 605-620.	3.5	97
3	Country image and consumer preference for emerging economy products: the moderating role of consumer materialism. <i>International Marketing Review</i> , 2010, 27, 141-163.	3.6	80
4	Psychological contract violation and customer intention to reuse online retailers: Exploring mediating and moderating mechanisms. <i>Journal of Business Research</i> , 2017, 75, 17-28.	10.2	74
5	e-Loyalty among millennials: Personal characteristics and social influences. <i>Journal of Retailing and Consumer Services</i> , 2019, 48, 215-223.	9.4	71
6	Determinants of voluntary environmental management practices by MNE subsidiaries. <i>Journal of World Business</i> , 2014, 49, 536-548.	7.7	69
7	Why hotels adopt ICTs: a study on the ICT adoption propensity of hotels in Thailand. <i>International Journal of Contemporary Hospitality Management</i> , 2005, 17, 391-401.	8.0	60
8	Why do Emerging Market Firms Engage in Voluntary Environmental Management Practices? A Strategic Choice Perspective. <i>British Journal of Management</i> , 2020, 31, 80-100.	5.0	55
9	Economic satisfaction and relationship commitment in channels. <i>European Journal of Marketing</i> , 2008, 42, 178-195.	2.9	46
10	Externalizing, Internalizing and Fostering Commitment: The Case of Born-Global Firms in Emerging Economies. <i>Management International Review</i> , 2014, 54, 473-496.	3.3	45
11	The moderating role of industrial experience in the job satisfaction, intention to leave relationship: an empirical study among salesmen in India. <i>Journal of Business and Industrial Marketing</i> , 2008, 23, 475-485.	3.0	42
12	Exploring the role of expert power in channel management: An empirical study. <i>Industrial Marketing Management</i> , 2005, 34, 487-494.	6.7	40
13	A comparison of international HRM practices by Indian and European MNEs: evidence from Africa. <i>International Journal of Human Resource Management</i> , 2015, 26, 2676-2700.	5.3	38
14	The relationship between business strategy, management control systems and performance: Evidence from China. <i>Advances in Accounting</i> , 2011, 27, 193-203.	1.0	29
15	Employee service abandonment in offshore operations: A case study of a US multinational in India. <i>Journal of World Business</i> , 2012, 47, 178-185.	7.7	25
16	Perceptions of justice and organisational commitment in international mergers and acquisitions. <i>International Marketing Review</i> , 2017, 34, 582-605.	3.6	24
17	Visual service scape aesthetics and consumer response: a holistic model. <i>Journal of Services Marketing</i> , 2017, 31, 556-573.	3.0	22
18	U.K. consumers' perceived risk of buying products from emerging economies: A moderated mediation model. <i>Journal of Consumer Behaviour</i> , 2018, 17, 326-339.	4.2	21

#	ARTICLE	IF	CITATIONS
19	Modeling quality commitment in service organizations: an empirical study. <i>European Journal of Marketing</i> , 2012, 46, 790-810.	2.9	18
20	A comparative analysis of employment practices among post-communist and capitalist countries in South Eastern Europe. <i>Employee Relations</i> , 2010, 32, 248-261.	2.4	17
21	Effects of competitive psychological climate, work-family conflict and role conflict on customer orientation. <i>Journal of Indian Business Research</i> , 2014, 6, 70-84.	2.1	14
22	Exploring the antecedents of quality commitment among employees: an empirical study. <i>International Journal of Quality and Reliability Management</i> , 2008, 25, 494-507.	2.0	13
23	Exploring variations in employment practices in the emerging economies of Europe: assessing the impact of foreign ownership and European integration. <i>Human Resource Management Journal</i> , 2011, 21, 395-414.	5.7	13
24	Conceptualising visual servicescape aesthetics: An application of environmental psychology. <i>The Marketing Review</i> , 2013, 13, 347-376.	0.1	13
25	Service failure and problems: Internal marketing solutions for facing the future. <i>Journal of Retailing and Consumer Services</i> , 2018, 40, 304-311.	9.4	13
26	Social media and empowerment in hospitality and tourism decision-making: A study among UK Muslim women. <i>International Journal of Hospitality Management</i> , 2022, 101, 103125.	8.8	13
27	Organisational justice, organisational identification and job involvement: the mediating role of psychological need satisfaction and the moderating role of person-organisation fit. <i>International Journal of Human Resource Management</i> , 2022, 33, 1526-1561.	5.3	12
28	Application of data mining techniques in the online travel industry. <i>Marketing Intelligence and Planning</i> , 2008, 26, 60-76.	3.5	11
29	Micro-foundational dimensions of firm internationalisation as determinants of knowledge management strategy: A case for global strategic partnerships. <i>Technological Forecasting and Social Change</i> , 2021, 165, 120538.	11.6	11
30	The relation between the producer and consumer price indices: a two-country study. <i>Journal of Revenue and Pricing Management</i> , 2018, 17, 122-130.	1.1	9
31	Introduction to the special issue on marketing communications and sustainability. <i>Journal of Marketing Communications</i> , 2022, 28, 227-231.	4.0	6
32	Service employee adaptiveness. <i>Employee Relations</i> , 2017, 39, 54-78.	2.4	5
33	New Insights into e-Loyalty of Internet Banking Users in an Emerging Market Context: A Multilevel Analysis. <i>Information Systems Frontiers</i> , 2020, , 1.	6.4	5
34	Brand management practices in emerging country firms – exploring the patterns of variation and its impact on firm performance. <i>Journal of East European Management Studies</i> , 2018, 23, 447-473.	0.3	5
35	Morethailand.com. <i>International Journal of E-Business Research</i> , 2006, 2, 94-114.	1.0	3
36	Segmenting Excessive Alcohol Consumers: Implications for Social Marketing. <i>IIM Kozhikode Society & Management Review</i> , 2020, 9, 213-225.	3.4	2

#	ARTICLE	IF	CITATIONS
37	The Mediating Role of Role Stress in the Relationship Between Goal Orientation and Job Satisfaction Among Salespersons: An Empirical Study. , 2015, , 81-97.		2
38	Modeling Doctoral Population Growth in Premier Technology Institutions in India. Systems Research and Behavioral Science, 2018, 35, 738-745.	1.6	1
39	Developing ASEAN India partnership for fostering technology development. Journal of Indian Business Research, 2015, 7, 205-218.	2.1	0
40	Predicting numbers of successful new products to launch using soft computing techniques: A case of firms from manufacturing sector industries. Journal of King Saud University - Computer and Information Sciences, 2020, 32, 254-265.	3.9	0
41	Exploring the Role of Technology Readiness in Developing Trust and Loyalty for E-Services. , 2013, , 291-303.		0