

Lus Filipe Lages

List of Publications by Citations

Source: <https://exaly.com/author-pdf/2247739/luis-filipe-lages-publications-by-citations.pdf>

Version: 2024-04-09

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.

46 papers	2,243 citations	24 h-index	47 g-index
52 ext. papers	2,601 ext. citations	4.3 avg, IF	5.32 L-index

#	Paper	IF	Citations
46	The RELQUAL scale: a measure of relationship quality in export market ventures. <i>Journal of Business Research</i> , 2005 , 58, 1040-1048	8.7	228
45	The role of past performance in export ventures: a short-term reactive approach. <i>Journal of International Business Studies</i> , 2008 , 39, 304-325	8.5	197
44	Export performance as an antecedent of export commitment and marketing strategy adaptation. <i>European Journal of Marketing</i> , 2004 , 38, 1186-1214	4.4	191
43	Contextual Factors and the Creativity of Frontline Employees: The Mediating Effects of Role Stress and Intrinsic Motivation. <i>Journal of Retailing</i> , 2011 , 87, 31-45	6.5	178
42	Relationship Capabilities, Quality, and Innovation as Determinants of Export Performance. <i>Journal of International Marketing</i> , 2009 , 17, 47-70	3.9	166
41	The relationship between export assistance and performance improvement in Portuguese export ventures. <i>European Journal of Marketing</i> , 2005 , 39, 755-784	4.4	118
40	The relationship between buyer and a B2B e-marketplace: Cooperation determinants in an electronic market context. <i>Industrial Marketing Management</i> , 2006 , 35, 774-789	6.9	106
39	The Trade-off between Customer and Technology Orientations: Impact on Innovation Capabilities and Export Performance. <i>Journal of International Marketing</i> , 2011 , 19, 36-58	3.9	97
38	The SERPVAL scale: a multi-item instrument for measuring service personal values. <i>Journal of Business Research</i> , 2005 , 58, 1562-1572	8.7	95
37	The STEP Scale: A Measure of Short-Term Export Performance Improvement. <i>Journal of International Marketing</i> , 2004 , 12, 36-56	3.9	89
36	The PD scale: a measure of psychic distance and its impact on international marketing strategy. <i>International Marketing Review</i> , 2011 , 28, 201-222	4.4	71
35	The STRATADAPT scale. <i>International Marketing Review</i> , 2008 , 25, 584-600	4.4	58
34	Pedagogical affect, student interest, and learning performance. <i>Journal of Business Research</i> , 2007 , 60, 960-964	8.7	57
33	Breakthrough innovation in international business: The impact of tech-innovation and market-innovation on performance. <i>International Business Review</i> , 2017 , 26, 391-404	6.2	54
32	Bringing Export Performance Metrics into Annual Reports: The APEV Scale and the PERFEX Scorecard. <i>Journal of International Marketing</i> , 2005 , 13, 79-104	3.9	54
31	The B2B-RELPERF scale and scorecard: Bringing relationship marketing theory into business-to-business practice. <i>Industrial Marketing Management</i> , 2008 , 37, 686-697	6.9	50
30	The role of TQM in strategic product innovation: an empirical assessment. <i>International Journal of Operations and Production Management</i> , 2014 , 34, 1307-1337	6.8	46

29	The bright and dark side of CSR in export markets: Its impact on innovation and performance. <i>International Business Review</i> , 2015 , 24, 749-757	6.2	45
28	A Conceptual Framework of the Determinants of Export Performance. <i>Journal of Global Marketing</i> , 2000 , 13, 29-51	2.4	44
27	The impact of using non-media information sources on the future use of mass media information sources: The mediating role of expectations fulfillment. <i>Tourism Management</i> , 2007 , 28, 1541-1554	10.8	42
26	The performance effects of vertical and horizontal subsidiary knowledge outflows in multinational corporations. <i>International Business Review</i> , 2014 , 23, 993-1007	6.2	31
25	The late-adopter scale: A measure of late adopters of technological innovations. <i>Journal of Business Research</i> , 2016 , 69, 1701-1706	8.7	29
24	The NEP Scale: A measure of network export performance. <i>International Business Review</i> , 2009 , 18, 344-356	3.56	25
23	VCWValue Creation Wheel: Innovation, technology, business, and society. <i>Journal of Business Research</i> , 2016 , 69, 4849-4855	8.7	24
22	Change in international market strategy as a reaction to performance decline. <i>Journal of Business Research</i> , 2013 , 66, 2600-2611	8.7	19
21	The Lag-User Method: Using laggards as a source of innovative ideas. <i>Journal of Engineering and Technology Management - JET-M</i> , 2015 , 37, 65-77	3.7	16
20	Main Consequences of Prior Export Performance Results: An Exploratory Study of European Exporters. <i>Journal of Euromarketing</i> , 2006 , 15, 57-75		15
19	Assessing the drivers and impact of international marketing agility. <i>International Marketing Review</i> , 2019 , 36, 289-315	4.4	15
18	Export experience counts: exploring its effect on product design change. <i>R and D Management</i> , 2014 , 44, 450-465	4.1	12
17	Antecedents of managerial public relations: a structural model examination. <i>European Journal of Marketing</i> , 2005 , 39, 110-128	4.4	10
16	Does importer involvement contribute to product innovation? The role of export market factors and intra-firm coordination. <i>Industrial Marketing Management</i> , 2019 , 78, 169-182	6.9	10
15	European ManagersaPerspective on Export Performance Determinants. <i>Journal of Euromarketing</i> , 2006 , 15, 75-92		9
14	Marketing lessons from Portuguese wine exporters: the development and application of a conceptual framework. <i>Journal of Wine Research</i> , 1999 , 10, 123-132	1	6
13	The Marketing Strategies of Port Wine Companies. <i>International Journal of Wine Business Research</i> , 1998 , 10, 5-23		5
12	Improving subsidiariesainnovation through knowledge inflows from headquarters and peer subsidiaries. <i>Journal of International Management</i> , 2020 , 26, 100803	4.4	5

11	Fostering knowledge creation to improve performance: the mediation role of manufacturing flexibility. <i>Business Process Management Journal</i> , 2020 , 26, 1871-1892	3.6	5
10	The Relqual Scale: A Measure of Relationship Quality in Export Market Ventures. <i>SSRN Electronic Journal</i> , 2004 ,	1	4
9	Export Performance 2010 ,		3
8	Effects of absorptive capacity and innovation spillover on manufacturing flexibility. <i>International Journal of Productivity and Performance Management</i> , 2021 , ahead-of-print,	2.3	3
7	Measuring market-sensing capabilities for new product development success. <i>Journal of Small Business and Enterprise Development</i> , 2021 , ahead-of-print,	2.5	3
6	Frameworks for innovation, collaboration, and change: Value creation wheel, design thinking, creative problem-solving, and lean. <i>Strategic Change</i> , 2020 , 29, 195-213	1.4	2
5	VCW for Social Impact in a Developing Country: Personal Development and Entrepreneurship in a Leadership Academy. <i>Springer Texts in Business and Economics</i> , 2019 , 141-162	0.3	2
4	The VCW-Value Creation Wheel: A Framework for Market Selection and Global Growth 2018 , 253-279		2
3	Determinants of Expected Short-term Export Performance Improvement: An Empirical Study of Industrial Exporters. <i>SSRN Electronic Journal</i> , 2004 ,	1	1
2	The Relationship between E-Marketing Strategy and Performance: A Conceptual Framework in a Web Context. <i>SSRN Electronic Journal</i> ,	1	1
1	Innovation, Commercialization, and Sustainability of Earth Observation in Space Business: Tensions and Paradoxes. <i>Springer Proceedings in Business and Economics</i> , 2022 , 289-299	0.2	0