

# Christine Lai-Bennejean

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2462689/publications.pdf>

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6  
papers

76  
citations

1937685

4  
h-index

1872680

6  
g-index

6  
all docs

6  
docs citations

6  
times ranked

44  
citing authors

#	ARTICLE	IF	CITATIONS
1	Impacts of salespeople's biased and unbiased performance attributions on job satisfaction: the concept of misattributed satisfaction. <i>European Journal of Marketing</i> , 2021, 55, 468-496.	2.9	4
2	Social media in B2B sales: Why and when does salesperson social media usage affect salesperson performance?. <i>Industrial Marketing Management</i> , 2021, 96, 166-182.	6.7	34
3	Another look at motivating " and retaining " salespeople. <i>Journal of Business Strategy</i> , 2019, 40, 11-17.	1.6	3
4	The role of formal information sharing in key account team effectiveness: does informal control matter and when. <i>Journal of Personal Selling and Sales Management</i> , 2017, 37, 313-331.	2.8	13
5	The Effect of Individual Market Orientation on Sales Performance: An Integrated Framework for Assessing the Role of Formal and Informal Communications. <i>Journal of Marketing Theory and Practice</i> , 2016, 24, 328-343.	4.3	18
6	Key account teams: success factors for implementing strategy. <i>Journal of Business Strategy</i> , 2015, 36, 48-55.	1.6	4