

# Kim Sydow Campbell

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2905961/publications.pdf>

Version: 2024-02-01

29  
papers

442  
citations

840776

11  
h-index

752698

20  
g-index

31  
all docs

31  
docs citations

31  
times ranked

249  
citing authors

#	ARTICLE	IF	CITATIONS
1	Peer versus Self Assessment of Oral Business Presentation Performance. <i>Business Communication Quarterly</i> , 2001, 64, 23-40.	1.3	56
2	Rapport Management during the Exploration Phase of the Salesperson's Customer Relationship. <i>Journal of Personal Selling and Sales Management</i> , 2006, 26, 359-370.	2.8	49
3	On the Dark Side of Strategic Communication. <i>International Journal of Business Communication</i> , 2015, 52, 122-142.	2.6	47
4	Explanations in Negative Messages: More Insights from Speech Act Theory. <i>Journal of Business Communication</i> , 1990, 27, 357-375.	1.8	44
5	Organizational Learning, Diffusion of Innovation, and International Collaboration in Telemedicine. <i>Health Care Management Review</i> , 2003, 28, 68-78.	1.4	42
6	The Sociolinguistic Basis of Managing Rapport When Overcoming Buying Objections. <i>Journal of Business Communication</i> , 2006, 43, 43-66.	1.8	26
7	Research Methods Course Work for Students Specializing in Business and Technical Communication. <i>Journal of Business and Technical Communication</i> , 2000, 14, 223-241.	2.0	19
8	A Linguistic Study of American Punctuation. <i>College Composition and Communication</i> , 1989, 40, 242.	0.3	16
9	Preferred Strategies for Responding to Hostile Questions in Environmental Public Meetings. <i>Management Communication Quarterly</i> , 1998, 11, 401-421.	1.5	15
10	You-Perspective: Insights from Speech Act Theory. <i>Journal of Technical Writing and Communication</i> , 1990, 20, 189-199.	1.6	14
11	Necessary Evils, (In)Justice, and Rapport Management. <i>Journal of Business Communication</i> , 2007, 44, 161-185.	1.8	14
12	Flipping to Teach the Conceptual Foundations of Successful Workplace Writing. <i>Business and Professional Communication Quarterly</i> , 2016, 79, 54-67.	0.6	11
13	Rhetorical Move Structure in High-Tech Marketing White Papers. <i>Journal of Business and Technical Communication</i> , 2017, 31, 94-118.	2.0	10
14	The effect of emotional exhaustion and depersonalization on physician's patient communication: A theoretical model, implications, and directions for future research. <i>Advances in Health Care Management</i> , 2009, , 3-20.	0.4	9
15	Development and Validation of a Measure of Leader Rapport Management: The LRM Scale. <i>Journal of Behavioral and Applied Management</i> , 0, , .	0.7	8
16	Linguistics and Writing: A Reassessment. <i>College Composition and Communication</i> , 1993, 44, 295.	0.3	7
17	Beyond Managed Costs. <i>Health Care Management Review</i> , 2000, 25, 93-108.	1.4	7
18	Structural Cohesion in Technical Texts. <i>Journal of Technical Writing and Communication</i> , 1991, 21, 221-237.	1.6	5

#	ARTICLE	IF	CITATIONS
19	Plain-Style Preferences of US Professionals. IEEE Transactions on Professional Communication, 2017, 60, 401-411.	0.8	5
20	The Effect of Leader Rapport-Management Feedback on Leaderâ€“Member Relationship Quality and Perceived Group Effectiveness in Student Teams. IEEE Transactions on Professional Communication, 2019, 62, 253-262.	0.8	5
21	Hard or Soft Sell? Understanding White Papers as Content Marketing. IEEE Transactions on Professional Communication, 2020, 63, 21-38.	0.8	5
22	Responding to Hostile Questions: More insights from Speech Act Theory. Technical Communication Quarterly, 1996, 5, 151-167.	1.6	3
23	Responding to Hostility. Business and Professional Communication Quarterly, 2015, 78, 197-214.	0.6	3
24	Follow the Leader? The Impact of Leader Rapport Management on Social Loafing. Business and Professional Communication Quarterly, 2021, 84, 181-204.	0.6	3
25	Culture Shock: Teaching Writing within Interdisciplinary Contact Zones. Across the Disciplines, 2008, 5, 1-15.	0.1	3
26	When Your Boss Says, â€œYou Need to Sound More Professionalâ€“ Writing Style and Writer Attributions. International Journal of Business Communication, 0, , 232948842110257.	2.6	2
27	Dank Je, Domo Arigato, and Thanks. IEEE Transactions on Professional Communication, 2007, 50, 273-274.	0.8	1
28	Spotlight on a Thought Leader in Business Communication: Ronald E. Dulek, Ph.D.. International Journal of Business Communication, 2022, 59, 309-311.	2.6	1
29	Extended abstract: Hard- and soft-sell marketing in white papers. , 2017, , .		0