

Kim Sydow Campbell

List of Publications by Year in descending order

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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	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
2	Follow the Leader? The Impact of Leader Rapport Management on Social Loafing. Business and Professional Communication Quarterly, 2021, 84, 181-204.	0.6	3
3	Hard or Soft Sell? Understanding White Papers as Content Marketing. IEEE Transactions on Professional Communication, 2020, 63, 21-38.	0.8	5
4	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
5	Extended abstract: Hard- and soft-sell marketing in white papers. , 2017, , .		0
6	Rhetorical Move Structure in High-Tech Marketing White Papers. Journal of Business and Technical Communication, 2017, 31, 94-118.	2.0	10
7	Plain-Style Preferences of US Professionals. IEEE Transactions on Professional Communication, 2017, 60, 401-411.	0.8	5
8	Flipping to Teach the Conceptual Foundations of Successful Workplace Writing. Business and Professional Communication Quarterly, 2016, 79, 54-67.	0.6	11
9	Responding to Hostility. Business and Professional Communication Quarterly, 2015, 78, 197-214.	0.6	3
10	On the Dark Side of Strategic Communication. International Journal of Business Communication, 2015, 52, 122-142.	2.6	47
11	The effect of emotional exhaustion and depersonalization on physicianâ€™patient communication: A theoretical model, implications, and directions for future research. Advances in Health Care Management, 2009, , 3-20.	0.4	9
12	Culture Shock: Teaching Writing within Interdisciplinary Contact Zones. Across the Disciplines, 2008, 5, 1-15.	0.1	3
13	Necessary Evils, (In)Justice, and Rapport Management. Journal of Business Communication, 2007, 44, 161-185.	1.8	14
14	Dank Je, Domo Arigato, and Thanks. IEEE Transactions on Professional Communication, 2007, 50, 273-274.	0.8	1
15	Rapport Management during the Exploration Phase of the Salespersonâ€™Customer Relationship. Journal of Personal Selling and Sales Management, 2006, 26, 359-370.	2.8	49
16	The Sociolinguistic Basis of Managing Rapport When Overcoming Buying Objections. Journal of Business Communication, 2006, 43, 43-66.	1.8	26
17	Organizational Learning, Diffusion of Innovation, and International Collaboration in Telemedicine. Health Care Management Review, 2003, 28, 68-78.	1.4	42
18	Peer versus Self Assessment of Oral Business Presentation Performance. Business Communication Quarterly, 2001, 64, 23-40.	1.3	56

#	ARTICLE	IF	CITATIONS
19	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
20	Beyond Managed Costs. <i>Health Care Management Review</i> , 2000, 25, 93-108.	1.4	7
21	Preferred Strategies for Responding to Hostile Questions in Environmental Public Meetings. <i>Management Communication Quarterly</i> , 1998, 11, 401-421.	1.5	15
22	Responding to Hostile Questions: More insights from Speech Act Theory. <i>Technical Communication Quarterly</i> , 1996, 5, 151-167.	1.6	3
23	Linguistics and Writing: A Reassessment. <i>College Composition and Communication</i> , 1993, 44, 295.	0.3	7
24	Structural Cohesion in Technical Texts. <i>Journal of Technical Writing and Communication</i> , 1991, 21, 221-237.	1.6	5
25	You-Perspective: Insights from Speech Act Theory. <i>Journal of Technical Writing and Communication</i> , 1990, 20, 189-199.	1.6	14
26	Explanations in Negative Messages: More Insights from Speech Act Theory. <i>Journal of Business Communication</i> , 1990, 27, 357-375.	1.8	44
27	A Linguistic Study of American Punctuation. <i>College Composition and Communication</i> , 1989, 40, 242.	0.3	16
28	When Your Boss Says, "You Need to Sound More Professional": Writing Style and Writer Attributions. <i>International Journal of Business Communication</i> , 0, , 232948842110257.	2.6	2
29	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