

Anna A Kaleka

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3219110/publications.pdf>

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14
papers

1,938
citations

687363

13
h-index

1058476

14
g-index

14
all docs

14
docs citations

14
times ranked

1134
citing authors

#	ARTICLE	IF	CITATIONS
1	Antecedents of Export Venture Performance: A Theoretical Model and Empirical Assessment. <i>Journal of Marketing</i> , 2004, 68, 90-108.	11.3	819
2	Resources and capabilities driving competitive advantage in export markets: guidelines for industrial exporters. <i>Industrial Marketing Management</i> , 2002, 31, 273-283.	6.7	214
3	Sources of competitive advantage in high performing exporting companies. <i>Journal of World Business</i> , 1998, 33, 378-393.	7.7	191
4	Focal supplier opportunism in supermarket retailer category management. <i>Journal of Operations Management</i> , 2007, 25, 512-527.	5.2	148
5	Behavioural aspects of international buyer-seller relationships: their association with export involvement. <i>International Marketing Review</i> , 1998, 15, 373-397.	3.6	107
6	Studying resource and capability effects on export venture performance. <i>Journal of World Business</i> , 2012, 47, 93-105.	7.7	86
7	How marketing capabilities and current performance drive strategic intentions in international markets. <i>Industrial Marketing Management</i> , 2019, 78, 108-121.	6.7	69
8	When Exporting Manufacturers Compete on the Basis of Service: Resources and Marketing Capabilities Driving Service Advantage and Performance. <i>Journal of International Marketing</i> , 2011, 19, 40-58.	4.4	64
9	Which Competitive Advantage(s)? Competitive Advantage-Market Performance Relationships in International Markets. <i>Journal of International Marketing</i> , 2017, 25, 25-49.	4.4	59
10	Bulgarian consumers' perceptions of products made in Asia Pacific. <i>International Marketing Review</i> , 1999, 16, 126-142.	3.6	56
11	Exporting problems: The relevance of export development. <i>Journal of Marketing Management</i> , 1995, 11, 499-515.	2.3	51
12	Learning and locale: The role of information, memory and environment in determining export differentiation advantage. <i>Journal of Business Research</i> , 2006, 59, 1016-1024.	10.2	32
13	The impact of level of company export development on exercised power in relationships between manufacturers and overseas distributors. <i>Journal of Marketing Management</i> , 1997, 13, 119-134.	2.3	21
14	Import Motivation in Manufacturer-Overseas Distributor Relationships. <i>Industrial Marketing Management</i> , 1999, 28, 613-625.	6.7	21