

Marios Theodosiou

List of Publications by Year in descending order

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Version: 2024-02-01

20
papers

1,881
citations

393982

19
h-index

752256

20
g-index

21
all docs

21
docs citations

21
times ranked

1269
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 1 | How different (dis)engagement behaviors affect performance within an e-market ecosystem: A longitudinal analysis. <i>Journal of Business Research</i> , 2020, 121, 578-591. | 5.8 | 6 |
| 2 | The interplay between market intelligence activities and sales strategy as drivers of performance in foreign markets. <i>European Journal of Marketing</i> , 2019, 53, 2080-2108. | 1.7 | 23 |
| 3 | A Comparison of Formative Versus Reflective Approaches for the Measurement of Electronic Service Quality. <i>Journal of Interactive Marketing</i> , 2019, 47, 53-67. | 4.3 | 30 |
| 4 | An empirical investigation of the antecedents and performance outcomes of export innovativeness. <i>International Business Review</i> , 2017, 26, 628-639. | 2.6 | 28 |
| 5 | Why people quit: Explaining employee turnover intentions among export sales managers. <i>International Business Review</i> , 2015, 24, 367-379. | 2.6 | 44 |
| 6 | The Export Information System: An Empirical Investigation of Its Antecedents and Performance Outcomes. <i>Journal of International Marketing</i> , 2013, 21, 72-94. | 2.5 | 51 |
| 7 | Strategic orientations, marketing capabilities and firm performance: An empirical investigation in the context of frontline managers in service organizations. <i>Industrial Marketing Management</i> , 2012, 41, 1058-1070. | 3.7 | 200 |
| 8 | Information control, role perceptions, and work outcomes of boundary-spanning frontline managers. <i>Journal of Business Research</i> , 2012, 65, 626-633. | 5.8 | 36 |
| 9 | Antecedents and performance of electronic business adoption in the hotel industry. <i>European Journal of Marketing</i> , 2012, 46, 258-283. | 1.7 | 48 |
| 10 | National Export-Promotion Programs as Drivers of Organizational Resources and Capabilities: Effects on Strategy, Competitive Advantage, and Performance. <i>Journal of International Marketing</i> , 2011, 19, 1-29. | 2.5 | 180 |
| 11 | The effects of organizational structure and job characteristics on export sales managers'™ job satisfaction and organizational commitment. <i>Journal of World Business</i> , 2011, 46, 221-233. | 4.6 | 82 |
| 12 | How management control and job-related characteristics influence the performance of export sales managers. <i>Journal of Business Research</i> , 2007, 60, 1261-1271. | 5.8 | 39 |
| 13 | Managerial, organizational, and external drivers of sales effectiveness in export market ventures. <i>Journal of the Academy of Marketing Science</i> , 2007, 35, 270-283. | 7.2 | 29 |
| 14 | Strategy fit and performance consequences of international marketing standardization. <i>Strategic Management Journal</i> , 2006, 27, 867-890. | 4.7 | 381 |
| 15 | An integrated model of the behavioural dimensions of industrial buyer-seller relationships. <i>European Journal of Marketing</i> , 2006, 40, 145-173. | 1.7 | 68 |
| 16 | Export Market Expansion Strategies of Direct-Selling Small and Medium-Sized Firms: Implications for Export Sales Management Activities. <i>Journal of International Marketing</i> , 2005, 13, 57-92. | 2.5 | 70 |
| 17 | The export marketing information system: an integration of the extant knowledge. <i>Journal of World Business</i> , 2004, 39, 12-36. | 4.6 | 92 |
| 18 | Standardization versus adaptation of international marketing strategy: an integrative assessment of the empirical research. <i>International Business Review</i> , 2003, 12, 141-171. | 2.6 | 322 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 19 | Factors Influencing the Degree of International Pricing Strategy Standardization of Multinational Corporations. <i>Journal of International Marketing</i> , 2001, 9, 1-18. | 2.5 | 104 |
| 20 | Uniformity versus Conformity: The Standardization Issue in International Marketing Strategy. , 0, , 303-322. | | 1 |