

# Felicitas Evangelista

## List of Publications by Year in descending order

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27  
papers

1,066  
citations

516710

16  
h-index

526287

27  
g-index

27  
all docs

27  
docs citations

27  
times ranked

770  
citing authors

#	ARTICLE	IF	CITATIONS
1	Cross-Functional Influence in New Product Development: An Exploratory Study of Marketing and R&D Perspectives. <i>Management Science</i> , 2000, 46, 1269-1284.	4.1	172
2	The founding of the Born Global company in Denmark and Australia: sensemaking and networking. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2001, 13, 75-107.	3.2	141
3	Acquiring tacit and explicit marketing knowledge from foreign partners in IJVs. <i>Journal of Business Research</i> , 2007, 60, 1152-1165.	10.2	120
4	The entrepreneur in the Born Global firm in Australia and Sweden. <i>Journal of Small Business and Enterprise Development</i> , 2006, 13, 642-659.	2.6	86
5	Qualitative Insights into the International New Venture Creation Process. <i>Journal of International Entrepreneurship</i> , 2005, 3, 179-198.	3.0	75
6	Organizational context and knowledge acquisition in IJVs: An empirical study. <i>Journal of World Business</i> , 2009, 44, 63-73.	7.7	68
7	Strategic firm type and export performance. <i>International Marketing Review</i> , 2002, 19, 236-258.	3.6	65
8	Role of Response Behavior Theory in Survey Research. <i>Journal of Business Research</i> , 1998, 42, 115-125.	10.2	43
9	Attitudes of migrants towards foreign-made products: an exploratory study of migrants in Australia. <i>Journal of Consumer Marketing</i> , 2010, 27, 35-42.	2.3	34
10	The influence of experience and deliberate learning on SME export performance. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2016, 22, 860-879.	3.8	32
11	Does it pay for firms in Asia's emerging markets to be market oriented? Evidence from Vietnam. <i>Journal of Business Research</i> , 2013, 66, 2412-2417.	10.2	29
12	A comparative study of the management styles of marketing managers in Australia and the People's Republic of China. <i>International Marketing Review</i> , 2005, 22, 34-47.	3.6	28
13	The Relative Impact of Market Orientation and Entrepreneurship on Export Performance: Do We Really Know Enough?. <i>Journal of Global Marketing</i> , 2016, 29, 266-281.	3.4	25
14	Interpersonal influence and destination brand equity perceptions. <i>International Journal of Culture, Tourism and Hospitality Research</i> , 2011, 5, 316-328.	2.9	23
15	The effects of organizational mindfulness on ethical behaviour and firm performance: empirical evidence from Vietnam. <i>Asia Pacific Business Review</i> , 2020, 26, 313-335.	2.9	22
16	Why People Respond to Surveys. <i>Journal of International Consumer Marketing</i> , 2004, 16, 75-90.	3.7	21
17	Service value and switching barriers: a personal values perspective. <i>Service Industries Journal</i> , 2016, 36, 142-162.	8.3	17
18	Culture-Based Values and Management Style of Marketing Decision Makers in Six Western Pacific Rim Countries. <i>Journal of Global Marketing</i> , 2010, 23, 139-151.	3.4	15

#	ARTICLE	IF	CITATIONS
19	How positive and negative frames influence the decisions of persons in the United States and Australia. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2001, 13, 64-71.	3.2	12
20	Differences in Marketing Managers' Decision Making Styles Within the Asia-Pacific Region. <i>Journal of Global Marketing</i> , 2008, 21, 63-78.	3.4	9
21	Using response behaviour theory to solicit survey participation in consumer research: An empirical study. <i>Journal of Marketing Management</i> , 2012, 28, 1174-1189.	2.3	6
22	An Empirical Test of Alternative Theories of Survey Response Behaviour. <i>International Journal of Market Research</i> , 1999, 41, 1-20.	0.6	5
23	Intensity and diversity of internationalization among small and medium-sized exporters in China. <i>Multinational Business Review</i> , 2016, 24, 229-248.	2.5	5
24	Quality of Export Memory Content: A Conceptual Framework. <i>Journal of Marketing Management</i> , 2005, 21, 291-306.	2.3	4
25	Antecedents and Outcomes of Service Co-Creation in the Sharing Economy. <i>SAGE Open</i> , 2022, 12, 215824402210964.	1.7	4
26	Transforming learning into export performance by Chinese firms. <i>Asia Pacific Business Review</i> , 2017, 23, 493-508.	2.9	3
27	The effects of mutuality in exporter-importer relationships. <i>International Marketing Review</i> , 2021, 38, 1331-1369.	3.6	2