

# Ghasem Zaefarian

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/394783/publications.pdf>

Version: 2024-02-01

27  
papers

1,621  
citations

471509

17  
h-index

526287

27  
g-index

29  
all docs

29  
docs citations

29  
times ranked

1243  
citing authors

#	ARTICLE	IF	CITATIONS
1	Dealing with endogeneity bias: The generalized method of moments (GMM) for panel data. <i>Industrial Marketing Management</i> , 2018, 71, 69-78.	6.7	540
2	Endogeneity bias in marketing research: Problem, causes and remedies. <i>Industrial Marketing Management</i> , 2017, 65, 39-46.	6.7	181
3	Networking capability in supplier relationships and its impact on product innovation and firm performance. <i>International Journal of Operations and Production Management</i> , 2017, 37, 577-606.	5.9	95
4	The influence of network effects on SME performance. <i>Industrial Marketing Management</i> , 2014, 43, 630-641.	6.7	90
5	A Capability Perspective on Relationship Ending and Its Impact on Product Innovation Success and Firm Performance. <i>Long Range Planning</i> , 2017, 50, 184-199.	4.9	79
6	Assessing the strategic fit between business strategies and business relationships in knowledge-intensive business services. <i>Industrial Marketing Management</i> , 2013, 42, 260-272.	6.7	63
7	How to design good experiments in marketing: Types, examples, and methods. <i>Industrial Marketing Management</i> , 2021, 98, 193-206.	6.7	63
8	The varying roles of governance mechanisms on ex-post transaction costs and relationship commitment in buyer-supplier relationships. <i>Industrial Marketing Management</i> , 2018, 71, 135-146.	6.7	52
9	Resource acquisition strategies in business relationships. <i>Industrial Marketing Management</i> , 2011, 40, 862-874.	6.7	43
10	Do supplier perceptions of buyer fairness lead to supplier sales growth?. <i>Industrial Marketing Management</i> , 2016, 53, 160-171.	6.7	43
11	Reverse knowledge transfer and subsidiary power. <i>Industrial Marketing Management</i> , 2015, 48, 103-110.	6.7	42
12	Relationship learning and international customer involvement in new product design: The moderating roles of customer dependence and cultural distance. <i>Journal of Business Research</i> , 2020, 120, 42-58.	10.2	36
13	Ten basic questions about structural equations modeling you should know the answers to “ But perhaps you don't. <i>Industrial Marketing Management</i> , 2020, 90, 252-263.	6.7	34
14	Unity is strength: A study of supplier relationship management integration. <i>Journal of Business Research</i> , 2016, 69, 4804-4810.	10.2	24
15	Different recipes for success in business relationships. <i>Industrial Marketing Management</i> , 2017, 63, 69-81.	6.7	24
16	Building subsidiary local responsiveness: (When) does the directionality of intrafirm knowledge transfers matter?. <i>Journal of World Business</i> , 2018, 53, 475-492.	7.7	21
17	How to apply the event study methodology in STATA: An overview and a step-by-step guide for authors. <i>Industrial Marketing Management</i> , 2021, 99, A1-A12.	6.7	19
18	Antecedents of behavioural commitment in inter-organizational relationships: a field study of the UK construction industry. <i>Construction Management and Economics</i> , 2014, 32, 888-903.	3.0	14

#	ARTICLE	IF	CITATIONS
19	Subsidiary Knowledge Development in Knowledge-Intensive Business Services: A Configuration Approach. <i>Journal of International Marketing</i> , 2015, 23, 22-43.	4.4	11
20	Assessing the influence of celebrity and government endorsements on bitcoin's price volatility. <i>Journal of Business Research</i> , 2022, 145, 228-239.	10.2	7
21	When customer involvement hinders/promotes product innovation performance: The concurrent effect of relationship quality and role ambiguity. <i>Journal of Business Research</i> , 2022, 145, 130-143.	10.2	7
22	Key challenges and opportunities of service innovation processes in technology supplier-service provider partnerships. <i>Journal of Business Research</i> , 2022, 139, 1284-1302.	10.2	6
23	Emotions, culture intelligence, and mutual trust in technology business relationships. <i>Technological Forecasting and Social Change</i> , 2022, 181, 121770.	11.6	5
24	Configuration theory assessment of business relationship strategies: conceptual model and hypothesis development. <i>Journal of Customer Behavior</i> , 2010, 9, 299-316.	0.0	2
25	Strategy, market orientation and performance: the political context. <i>Journal of Public Affairs</i> , 2015, 15, 40-55.	3.1	1
26	First things (should) come first: A reply to Gretz & Malshe's "rejoinder to" endogeneity bias in marketing research: Problem, causes and remedies. <i>Industrial Marketing Management</i> , 2019, 77, 63-64.	6.7	1
27	A Capability Perspective on Relationship Ending and its Impact on Innovation and Performance. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2015, , 154-157.	0.2	0