

Sonia San-Martín

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4804104/publications.pdf>

Version: 2024-02-01

60
papers

1,697
citations

279487

23
h-index

315357

38
g-index

61
all docs

61
docs citations

61
times ranked

1341
citing authors

#	ARTICLE	IF	CITATIONS
1	The role of country-of-origin, ethnocentrism and animosity in promoting consumer trust. The moderating role of familiarity. <i>International Business Review</i> , 2010, 19, 34-45.	2.6	158
2	The impact of age in the generation of satisfaction and WOM in mobile shopping. <i>Journal of Retailing and Consumer Services</i> , 2015, 23, 1-8.	5.3	119
3	How perceived risk affects online buying. <i>Online Information Review</i> , 2009, 33, 629-654.	2.2	109
4	Tell me what they are like and I will tell you where they buy. An analysis of omnichannel consumer behavior. <i>Computers in Human Behavior</i> , 2017, 68, 465-471.	5.1	105
5	Does involvement matter in online shopping satisfaction and trust?. <i>Psychology and Marketing</i> , 2011, 28, 145-167.	4.6	85
6	Factors determining firms' perceived performance of mobile commerce. <i>Industrial Management and Data Systems</i> , 2012, 112, 946-963.	2.2	76
7	Online buying perceptions in Spain: can gender make a difference?. <i>Electronic Markets</i> , 2011, 21, 267-281.	4.4	71
8	How can a mobile vendor get satisfied customers?. <i>Industrial Management and Data Systems</i> , 2013, 113, 156-170.	2.2	68
9	The firms benefits of mobile CRM from the relationship marketing approach and the TOE model. <i>Spanish Journal of Marketing - ESIC</i> , 2016, 20, 18-29.	2.7	46
10	Dual effect of perceived risk on cross-national e-commerce. <i>Internet Research</i> , 2011, 21, 46-66.	2.7	45
11	Mobile Shoppers: Types, Drivers, and Impediments. <i>Journal of Organizational Computing and Electronic Commerce</i> , 2013, 23, 350-371.	1.0	44
12	Consumer Reactions to Firm Signals in Asymmetric Relationships. <i>Journal of Service Research</i> , 2005, 8, 79-97.	7.8	41
13	Consumer Trust to a Web Site: Moderating Effect of Attitudes toward Online Shopping. <i>Cyberpsychology, Behavior and Social Networking</i> , 2008, 11, 549-554.	2.2	40
14	The mediation of trust in country-of-origin effects across countries. <i>Cross Cultural Management</i> , 2014, 21, 150-171.	1.2	37
15	What Drives M-Shoppers to Continue Using Mobile Devices to Buy?. <i>Journal of Marketing Theory and Practice</i> , 2019, 27, 83-102.	2.6	37
16	Relational and economic antecedents of organisational commitment. <i>Personnel Review</i> , 2008, 37, 589-608.	1.6	36
17	Product and channel-related risk and involvement in online contexts. <i>Electronic Commerce Research and Applications</i> , 2010, 9, 263-273.	2.5	36
18	Trust and satisfaction: the keys to client loyalty in mobile commerce. <i>Academia Revista Latinoamericana De Administracion</i> , 2016, 29, 486-510.	0.6	35

#	ARTICLE	IF	CITATIONS
19	What makes services customers say "buy it with a mobile phone"? Journal of Services Marketing, 2016, 30, 601-614.	1.7	32
20	Have an omnichannel seamless interaction experience! Dimensions and effect on consumer satisfaction. Journal of Marketing Management, 2020, 36, 1731-1761.	1.2	32
21	A Cross-National Study on Online Consumer Perceptions, Trust, and Loyalty. Journal of Organizational Computing and Electronic Commerce, 2012, 22, 64-86.	1.0	30
22	Trust as the Key to Relational Commitment. Journal of Relationship Marketing, 2004, 3, 53-77.	2.8	28
23	Brands as substitutes for the need for touch in online shopping. Journal of Retailing and Consumer Services, 2015, 27, 121-125.	5.3	28
24	How can European museums reach sustainability?. Tourism Review, 2017, 72, 303-318.	3.8	28
25	The determinants of teachers' continuance commitment to e-learning in higher education. Education and Information Technologies, 2020, 25, 3205-3225.	3.5	28
26	To what extent does need for touch affect online perceived quality?. International Journal of Retail and Distribution Management, 2017, 45, 950-968.	2.7	25
27	The ideal companion: the role of mobile phone attachment in travel purchase intention. Current Issues in Tourism, 2020, 23, 1659-1672.	4.6	25
28	Developing relationships within the framework of local economic development in Spain. Entrepreneurship and Regional Development, 2008, 20, 41-65.	2.0	21
29	Attitude toward m-advertising and m-repurchase. European Research on Management and Business Economics, 2017, 23, 96-102.	3.4	18
30	Curbing electronic shopper perceived opportunism and encouraging trust. Industrial Management and Data Systems, 2017, 117, 2210-2226.	2.2	18
31	The central role of the reputation of country-of-origin firms in developing markets. Journal of Business and Industrial Marketing, 2016, 31, 349-364.	1.8	17
32	Let it flow: the role of seamlessness and the optimal experience on consumer word of mouth in omnichannel marketing. Journal of Research in Interactive Marketing, 2023, 17, 1-18.	7.2	17
33	Tourism value VS barriers to booking trips online. Journal of Retailing and Consumer Services, 2020, 53, 101957.	5.3	16
34	The Path between Personality, Self-Efficacy, and Shopping Regarding Games Apps. Journal of Theoretical and Applied Electronic Commerce Research, 2020, 15, 0-0.	3.1	13
35	The cornerstones of museum performance. A cross-national analysis. Museum Management and Curatorship, 2019, 34, 211-233.	0.8	12
36	What kind of video gamer are you?. Journal of Consumer Marketing, 2019, 36, 218-227.	1.2	12

#	ARTICLE	IF	CITATIONS
37	Are you technologically prepared for mobile shopping?. Service Industries Journal, 2021, 41, 648-670.	5.0	11
38	The role of omnichannel tendency in digital information processing. Online Information Review, 2020, 44, 1347-1367.	2.2	10
39	Achieving customers' repurchase intention through stimuli and site attachment. Journal of Organizational Computing and Electronic Commerce, 2020, 30, 187-208.	1.0	10
40	Between love and boycott: a story of dual origin brands. Spanish Journal of Marketing - ESIC, 2020, 24, 377-402.	2.7	9
41	The influence of website quality and star rating signals on booking intention: Analyzing the moderating effect of variety seeking. Spanish Journal of Marketing - ESIC, 2021, 25, 3-28.	2.7	9
42	Does regional bias matter? Examining the role of regional identification, animosity, and negative emotions as drivers of brand switching: an application in the food and beverage industry. Journal of Brand Management, 2022, 29, 111-126.	2.0	9
43	The path to mobile shopping compatibility. Journal of High Technology Management Research, 2019, 30, 15-26.	2.7	8
44	Local Food Shopping: Factors Affecting Users' Behavioural E-Loyalty. Administrative Sciences, 2018, 8, 47.	1.5	7
45	A Typology of Firms Regarding M-Commerce Adoption. International Journal of Information System Modeling and Design, 2015, 6, 42-56.	0.9	6
46	Signalling as a means to generate loyalty in m-commerce: Does shopper experience moderate the process?. Journal of Customer Behavior, 2015, 14, 235-256.	0.0	6
47	Risk, Drivers, and Impediments to Online Shopping in Spain and Japan. Journal of Euromarketing, 2009, 18, 47-64.	0.0	5
48	How Can E-Vendors Create Trust in B2C and C2C Contexts?. Advances in E-Business Research Series, 2014, , 72-92.	0.2	4
49	¿Qué factores fomentan la compra por impulso en el comercio móvil?. Revista Española De Investigación De Marketing ESIC, 2014, 18, 32-42.	0.7	2
50	THE MOST WAITED ENGAGEMENT IN HIGHER EDUCATION: TEACHERS AND STUDENTS COMMITTED WITH E-LEARNING. Journal of Management and Business Education, 2019, 2, 231-249.	0.1	2
51	The Moderating Role of Involvement in the Creation of Online Trust and Satisfaction. , 2008, ,		1
52	A Cross-National Effect of Ethnocentrism on Purchase Intention. , 2016, , 1555-1584.		1
53	The Role of Country of Origin in the Purchase Intention of Products from Emerging Markets. Studies in Fuzziness and Soft Computing, 2012, , 381-396.	0.6	1
54	A Typology of Firms Regarding M-Commerce Adoption. , 2018, , 550-565.		1

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55	How Can E-Vendors Create Trust in B2C and C2C Contexts?. , 2018, , 1390-1412.		1
56	Bridging the gap between customer experience management and mobile shopping. Revista Brasileira De Gestao De Negocios, 2019, 21, 213-234.	0.2	1
57	What are the Characteristics of the Firms that are Most Prone to Mobile Selling?. Advances in Business Information Systems and Analytics Book Series, 2013, , 192-211.	0.3	0
58	Are Signals a Solution to Perceived Risk and Opportunism in Mobile Shopping?. Advances in E-Business Research Series, 2015, , 1-24.	0.2	0
59	A Cross-National Effect of Ethnocentrism on Purchase Intention. Advances in Marketing, Customer Relationship Management, and E-services Book Series, 2015, , 146-176.	0.7	0
60	Are Signals a Solution to Perceived Risk and Opportunism in Mobile Shopping?. , 2018, , 1365-1389.		0