

# 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	Let it flow: the role of seamlessness and the optimal experience on consumer word of mouth in omnichannel marketing. <i>Journal of Research in Interactive Marketing</i> , 2023, 17, 1-18.	7.2	17
2	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. <i>Journal of Brand Management</i> , 2022, 29, 111-126.	2.0	9
3	Are you technologically prepared for mobile shopping?. <i>Service Industries Journal</i> , 2021, 41, 648-670.	5.0	11
4	The influence of website quality and star rating signals on booking intention: Analyzing the moderating effect of variety seeking. <i>Spanish Journal of Marketing - ESIC</i> , 2021, 25, 3-28.	2.7	9
5	Tourism value VS barriers to booking trips online. <i>Journal of Retailing and Consumer Services</i> , 2020, 53, 101957.	5.3	16
6	The ideal companion: the role of mobile phone attachment in travel purchase intention. <i>Current Issues in Tourism</i> , 2020, 23, 1659-1672.	4.6	25
7	The role of omnichannel tendency in digital information processing. <i>Online Information Review</i> , 2020, 44, 1347-1367.	2.2	10
8	Between love and boycott: a story of dual origin brands. <i>Spanish Journal of Marketing - ESIC</i> , 2020, 24, 377-402.	2.7	9
9	Have an omnichannel seamless interaction experience! Dimensions and effect on consumer satisfaction. <i>Journal of Marketing Management</i> , 2020, 36, 1731-1761.	1.2	32
10	Achieving customers' repurchase intention through stimuli and site attachment. <i>Journal of Organizational Computing and Electronic Commerce</i> , 2020, 30, 187-208.	1.0	10
11	The determinants of teachers' continuance commitment to e-learning in higher education. <i>Education and Information Technologies</i> , 2020, 25, 3205-3225.	3.5	28
12	The Path between Personality, Self-Efficacy, and Shopping Regarding Games Apps. <i>Journal of Theoretical and Applied Electronic Commerce Research</i> , 2020, 15, 0-0.	3.1	13
13	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
14	The cornerstones of museum performance. A cross-national analysis. <i>Museum Management and Curatorship</i> , 2019, 34, 211-233.	0.8	12
15	The path to mobile shopping compatibility. <i>Journal of High Technology Management Research</i> , 2019, 30, 15-26.	2.7	8
16	What kind of video gamer are you?. <i>Journal of Consumer Marketing</i> , 2019, 36, 218-227.	1.2	12
17	THE MOST WAITED ENGAGEMENT IN HIGHER EDUCATION: TEACHERS AND STUDENTS' COMMITTED WITH E-LEARNING. <i>Journal of Management and Business Education</i> , 2019, 2, 231-249.	0.1	2
18	Bridging the gap between customer experience management and mobile shopping. <i>Revista Brasileira De Gestao De Negocios</i> , 2019, 21, 213-234.	0.2	1

#	ARTICLE	IF	CITATIONS
19	Local Food Shopping: Factors Affecting Users's Behavioural E-Loyalty. <i>Administrative Sciences</i> , 2018, 8, 47.	1.5	7
20	A Typology of Firms Regarding M-Commerce Adoption. , 2018, , 550-565.		1
21	How Can E-Vendors Create Trust in B2C and C2C Contexts?. , 2018, , 1390-1412.		1
22	Are Signals a Solution to Perceived Risk and Opportunism in Mobile Shopping?. , 2018, , 1365-1389.		0
23	Attitude toward m-advertising and m-repurchase. <i>European Research on Management and Business Economics</i> , 2017, 23, 96-102.	3.4	18
24	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
25	Curbing electronic shopper perceived opportunism and encouraging trust. <i>Industrial Management and Data Systems</i> , 2017, 117, 2210-2226.	2.2	18
26	To what extent does need for touch affect online perceived quality?. <i>International Journal of Retail and Distribution Management</i> , 2017, 45, 950-968.	2.7	25
27	How can European museums reach sustainability?. <i>Tourism Review</i> , 2017, 72, 303-318.	3.8	28
28	What makes services customers say "buy it with a mobile phone". <i>Journal of Services Marketing</i> , 2016, 30, 601-614.	1.7	32
29	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
30	The central role of the reputation of country-of-origin firms in developing markets. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 349-364.	1.8	17
31	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
32	A Cross-National Effect of Ethnocentrism on Purchase Intention. , 2016, , 1555-1584.		1
33	A Typology of Firms Regarding M-Commerce Adoption. <i>International Journal of Information System Modeling and Design</i> , 2015, 6, 42-56.	0.9	6
34	Signalling as a means to generate loyalty in m-commerce: Does shopper experience moderate the process?. <i>Journal of Customer Behavior</i> , 2015, 14, 235-256.	0.0	6
35	Brands as substitutes for the need for touch in online shopping. <i>Journal of Retailing and Consumer Services</i> , 2015, 27, 121-125.	5.3	28
36	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

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37	Are Signals a Solution to Perceived Risk and Opportunism in Mobile Shopping?. <i>Advances in E-Business Research Series</i> , 2015, , 1-24.	0.2	0
38	A Cross-National Effect of Ethnocentrism on Purchase Intention. <i>Advances in Marketing, Customer Relationship Management, and E-services Book Series</i> , 2015, , 146-176.	0.7	0
39	The mediation of trust in country-of-origin effects across countries. <i>Cross Cultural Management</i> , 2014, 21, 150-171.	1.2	37
40	¿Qué factores fomentan la compra por impulso en el comercio móvil?. <i>Revista Española De Investigación De Marketing ESIC</i> , 2014, 18, 32-42.	0.7	2
41	How Can E-Vendors Create Trust in B2C and C2C Contexts?. <i>Advances in E-Business Research Series</i> , 2014, , 72-92.	0.2	4
42	How can a mobile vendor get satisfied customers?. <i>Industrial Management and Data Systems</i> , 2013, 113, 156-170.	2.2	68
43	Mobile Shoppers: Types, Drivers, and Impediments. <i>Journal of Organizational Computing and Electronic Commerce</i> , 2013, 23, 350-371.	1.0	44
44	What are the Characteristics of the Firms that are Most Prone to Mobile Selling?. <i>Advances in Business Information Systems and Analytics Book Series</i> , 2013, , 192-211.	0.3	0
45	A Cross-National Study on Online Consumer Perceptions, Trust, and Loyalty. <i>Journal of Organizational Computing and Electronic Commerce</i> , 2012, 22, 64-86.	1.0	30
46	Factors determining firms' perceived performance of mobile commerce. <i>Industrial Management and Data Systems</i> , 2012, 112, 946-963.	2.2	76
47	The Role of Country of Origin in the Purchase Intention of Products from Emerging Markets. <i>Studies in Fuzziness and Soft Computing</i> , 2012, , 381-396.	0.6	1
48	Dual effect of perceived risk on cross-national e-commerce. <i>Internet Research</i> , 2011, 21, 46-66.	2.7	45
49	Online buying perceptions in Spain: can gender make a difference?. <i>Electronic Markets</i> , 2011, 21, 267-281.	4.4	71
50	Does involvement matter in online shopping satisfaction and trust?. <i>Psychology and Marketing</i> , 2011, 28, 145-167.	4.6	85
51	Product and channel-related risk and involvement in online contexts. <i>Electronic Commerce Research and Applications</i> , 2010, 9, 263-273.	2.5	36
52	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
53	How perceived risk affects online buying. <i>Online Information Review</i> , 2009, 33, 629-654.	2.2	109
54	Risk, Drivers, and Impediments to Online Shopping in Spain and Japan. <i>Journal of Euromarketing</i> , 2009, 18, 47-64.	0.0	5

#	ARTICLE	IF	CITATIONS
55	The Moderating Role of Involvement in the Creation of Online Trust and Satisfaction. , 2008, , .		1
56	Developing relationships within the framework of local economic development in Spain. Entrepreneurship and Regional Development, 2008, 20, 41-65.	2.0	21
57	Consumer Trust to a Web Site: Moderating Effect of Attitudes toward Online Shopping. Cyberpsychology, Behavior and Social Networking, 2008, 11, 549-554.	2.2	40
58	Relational and economic antecedents of organisational commitment. Personnel Review, 2008, 37, 589-608.	1.6	36
59	Consumer Reactions to Firm Signals in Asymmetric Relationships. Journal of Service Research, 2005, 8, 79-97.	7.8	41
60	Trust as the Key to Relational Commitment. Journal of Relationship Marketing, 2004, 3, 53-77.	2.8	28