

Duleep Delpechitre

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4990321/publications.pdf>

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9
papers

207
citations

1478505
6
h-index

1588992
8
g-index

9
all docs

9
docs citations

9
times ranked

183
citing authors

#	ARTICLE	IF	CITATIONS
1	Customer value co-creation behavior: A dyadic exploration of the influence of salesperson emotional intelligence on customer participation and citizenship behavior. <i>Journal of Business Research</i> , 2018, 92, 9-24.	10.2	89
2	Cross-Cultural Selling: Examining the Importance of Cultural Intelligence in Sales Education. <i>Journal of Marketing Education</i> , 2017, 39, 94-108.	2.4	35
3	Value propositions in a digitally transformed world. <i>Industrial Marketing Management</i> , 2020, 87, 256-263.	6.7	31
4	Collectivistic and Individualistic Performance Expectancy in the Utilization of Sales Automation Technology in an International Field Sales Setting. <i>Journal of Personal Selling and Sales Management</i> , 2013, 33, 277-288.	2.8	17
5	Faking it: salesperson emotional intelligence's influence on emotional labor strategies and customer outcomes. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 53-71.	3.0	15
6	Toward a new perspective on salesperson success and motivation: a trifocal framework. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 267-288.	2.8	10
7	Can customer loyalty to a salesperson be harmful? Examining customer perceptions of salesperson emotional labor strategies post ethical transgressions. <i>Industrial Marketing Management</i> , 2021, 96, 238-253.	6.7	7
8	Thank You for Being a Friend: A Peer-Learning Approach to Marketing Education. <i>Journal of Marketing Education</i> , 2021, 43, 216-232.	2.4	3
9	Pedagogical positioning and longitudinal learning within a competitive business marketing simulation. <i>International Journal of Teaching and Case Studies</i> , 2013, 4, 231.	0.1	0