

Gillian Hopkinson

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5006850/publications.pdf>

Version: 2024-02-01

11
papers

191
citations

1307594

7
h-index

1474206

9
g-index

11
all docs

11
docs citations

11
times ranked

161
citing authors

#	ARTICLE	IF	CITATIONS
1	Stories from the Front-line: How they Construct the Organization*. Journal of Management Studies, 2003, 40, 1943-1969.	8.3	46
2	The construction of managerial knowledge in business networks: Managers' theories about communication. Industrial Marketing Management, 2010, 39, 413-424.	6.7	42
3	Boundary work and identity construction in market exchanges. Marketing Theory, 2010, 10, 227-236.	3.1	29
4	The use and abuse of French and Raven in the channels literature. Journal of Marketing Management, 2013, 29, 1143-1162.	2.3	20
5	Valuing customer relationships: Using the capital asset pricing model (CAPM) to incorporate relationship risk. Journal of Targeting, Measurement and Analysis for Marketing, 2002, 10, 220-232.	0.4	19
6	Women entrepreneurs. Marketing Theory, 2017, 17, 305-321.	3.1	15
7	Bodysnatching in the marketplace. Marketing Theory, 2018, 18, 269-286.	3.1	9
8	Making a market for male dairy calves: alternative and mainstream relationality. Journal of Marketing Management, 2017, 33, 556-579.	2.3	8
9	Dead metaphors and responsibilised bodies-in-transition: the implications of medical metaphors for understanding the consumption of preventative healthcare. Journal of Marketing Management, 2022, 38, 544-568.	2.3	3
10	“Living the dream” a psychoanalytical exploration of franchisee autonomy. Journal of Small Business Management, 0, , 1-24.	4.8	0
11	A Psychoanalytical Exploration of the Enterprising Self in Alternative Forms of Work. Proceedings - Academy of Management, 2017, 2017, 10966.	0.1	0