

Siegfried P Gudergan

List of Publications by Year in descending order

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Version: 2024-02-01

72
papers

5,699
citations

147566

31
h-index

102304

66
g-index

74
all docs

74
docs citations

74
times ranked

4136
citing authors

#	ARTICLE	IF	CITATIONS
1	Estimation issues with PLS and CBSEM: Where the bias lies!. Journal of Business Research, 2016, 69, 3998-4010.	5.8	1,031
2	Partial least squares structural equation modeling in HRM research. International Journal of Human Resource Management, 2020, 31, 1617-1643.	3.3	620
3	Dynamic Capabilities and Performance: Strategy, Structure and Environment. Long Range Planning, 2013, 46, 72-96.	2.9	454
4	Confirmatory tetrad analysis in PLS path modeling. Journal of Business Research, 2008, 61, 1238-1249.	5.8	434
5	The impact of dynamic capabilities on operational marketing and technological capabilities: investigating the role of environmental turbulence. Journal of the Academy of Marketing Science, 2015, 43, 181-199.	7.2	387
6	Employer branding: strategic implications for staff recruitment. Journal of Marketing Management, 2010, 26, 56-73.	1.2	247
7	Partial least squares structural equation modeling-based discrete choice modeling: an illustration in modeling retailer choice. Business Research, 2019, 12, 115-142.	4.0	200
8	An introduction to the application of (case 1) best-worst scaling in marketing research. International Journal of Research in Marketing, 2013, 30, 292-303.	2.4	179
9	Manual avanzado de Partial Least Squares Structural Equation Modeling (PLS-SEM). , 2021, , .		129
10	Enhancing Service Loyalty. Journal of Travel Research, 2017, 56, 436-450.	5.8	123
11	Enhancing loyalty: When improving consumer satisfaction and delight matters. Journal of Business Research, 2019, 94, 18-27.	5.8	95
12	Exploration and exploitation fit and performance in international strategic alliances. International Business Review, 2012, 21, 558-574.	2.6	89
13	How to innovate toward an ambidextrous business model? The role of dynamic capabilities and market orientation. Journal of Business Research, 2021, 130, 618-634.	5.8	81
14	The link between customer satisfaction and loyalty: the moderating role of customer characteristics. Journal of Strategic Marketing, 2018, 26, 298-317.	3.7	73
15	Heterogeneity in dynamic capability configurations: Equifinality and strategic performance. Journal of Business Research, 2016, 69, 5272-5279.	5.8	72
16	Assessing Heterogeneity in Customer Satisfaction Studies: Across Industry Similarities and within Industry Differences. Advances in International Marketing, 2011, , 169-194.	0.3	71
17	Employee behaviour and relationship quality: impact on customers. Service Industries Journal, 2008, 28, 211-223.	5.0	67
18	Governing projects under complexity: theory and practice in project management. International Journal of Project Management, 2014, 32, 1285-1290.	2.7	64

#	ARTICLE	IF	CITATIONS
19	Governance of public-private partnerships: lessons learnt from an Australian case?. <i>International Review of Administrative Sciences</i> , 2007, 73, 569-582.	1.9	61
20	Using Cultural Archetypes in Cross-cultural Management Studies. <i>Journal of International Management</i> , 2016, 22, 63-83.	2.4	56
21	Open Service Innovation: The Role of Intermediary Capabilities. <i>Journal of Product Innovation Management</i> , 2018, 35, 808-838.	5.2	53
22	Service-dominant orientation, dynamic capabilities and firm performance. <i>Journal of Service Theory and Practice</i> , 2017, 27, 808-832.	1.9	52
23	Knowledge integration in organizations: an empirical assessment. <i>Journal of Knowledge Management</i> , 2006, 10, 43-58.	3.2	46
24	A service perspective on modelling intentions of online purchasing. <i>Journal of Services Marketing</i> , 2006, 20, 459-470.	1.7	45
25	A Primer on the Conditional Mediation Analysis in PLS-SEM. <i>Data Base for Advances in Information Systems</i> , 2021, 52, 43-100.	1.1	44
26	Guidelines for treating unobserved heterogeneity in tourism research: A comment on Marques and Reis (2015). <i>Annals of Tourism Research</i> , 2016, 57, 279-284.	3.7	42
27	Perceived Omnichannel Customer Experience (OCX): Concept, measurement, and impact. <i>Journal of Retailing</i> , 2022, 98, 611-632.	4.0	42
28	The interplay and growth implications of dynamic capabilities and market orientation. <i>Industrial Marketing Management</i> , 2019, 83, 21-30.	3.7	41
29	Strategic embeddedness of modularity in alliances: Innovation and performance implications. <i>Journal of Business Research</i> , 2015, 68, 1388-1394.	5.8	40
30	The role of cocreation and dynamic capabilities in service provision and performance: A configurational study. <i>Industrial Marketing Management</i> , 2019, 78, 43-57.	3.7	40
31	Strategic Implications for (Non-Equity) Alliance Performance. <i>Long Range Planning</i> , 2012, 45, 451-476.	2.9	36
32	Usage center "value cocreation in multi-actor usage processes. <i>Journal of Service Theory and Practice</i> , 2017, 27, 721-737.	1.9	36
33	Customer engagement with brands in social media platforms. <i>European Journal of Marketing</i> , 2019, 53, 1733-1758.	1.7	36
34	The role of ostensive and performative routine aspects in dynamic capability deployment at different organizational levels. <i>Long Range Planning</i> , 2019, 52, 350-365.	2.9	33
35	Deconstructing dynamic capabilities: the role of cognitive and organizational routines in the innovation process. <i>Construction Management and Economics</i> , 2014, 32, 246-261.	1.8	32
36	Capturing heterogeneity and PLS-SEM prediction ability: Alliance governance and innovation. <i>Journal of Business Research</i> , 2016, 69, 4593-4603.	5.8	32

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37	In Pursuit of Understanding What Drives Fan Satisfaction. <i>Journal of Leisure Research</i> , 2014, 46, 419-447.	1.0	30
38	The Use of Partial Least Squares Structural Equation Modeling and Complementary Methods in International Management Research. <i>Management International Review</i> , 2022, 62, 449-470.	2.1	30
39	Service staff attitudes, organisational practices and performance drivers. <i>Journal of Management and Organization</i> , 2008, 14, 168-179.	1.6	29
40	Revenue management and customer centric marketing – How do they influence travellers' choices?. <i>Journal of Revenue and Pricing Management</i> , 2007, 6, 331-346.	0.7	28
41	Interactive profit-planning systems and market turbulence: A dynamic capabilities perspective. <i>Long Range Planning</i> , 2019, 52, 386-405.	2.9	27
42	The impact of dynamic capabilities in disrupted supply chains – The role of turbulence and dependence. <i>Industrial Marketing Management</i> , 2022, 103, 154-169.	3.7	26
43	Understanding the psychological impact of unconventional gas developments in affected communities. <i>Energy Policy</i> , 2017, 101, 492-501.	4.2	24
44	A Meta-analysis of the International Experience – Ownership Strategy Relationship: A Dynamic Capabilities View. <i>Management International Review</i> , 2018, 58, 541-570.	2.1	20
45	The Effects of Customer-Centric Marketing and Revenue Management on Travelers' Choices. <i>Journal of Travel Research</i> , 2013, 52, 479-493.	5.8	19
46	Service staff attitudes, organisational practices and performance drivers. <i>Journal of Management and Organization</i> , 2008, 14, 168-179.	1.6	19
47	The impact of implicit and explicit communications on frontline service delivery staff. <i>Service Industries Journal</i> , 2008, 28, 1431-1443.	5.0	18
48	Do status levels in loyalty programmes change customers' willingness to pay?. <i>Journal of Revenue and Pricing Management</i> , 2012, 11, 274-288.	0.7	16
49	Cooperation and compliance in non-equity alliances. <i>Journal of Business Research</i> , 2016, 69, 1759-1764.	5.8	14
50	Achieving employee efficiency – flexibility ambidexterity. <i>International Journal of Human Resource Management</i> , 2020, 31, 2459-2494.	3.3	13
51	Managing Service Staff as an Organizational Resource: Implications for Customer Service Provision. <i>Services Marketing Quarterly</i> , 2008, 29, 25-41.	0.7	12
52	Leadership behaviours as ongoing negotiations and their effects on knowledge and innovation capabilities in alliances. <i>International Journal of Knowledge Management Studies</i> , 2010, 4, 176.	0.2	12
53	The Role of Fairness in Modelling Customer Choice. <i>Australasian Marketing Journal</i> , 2011, 19, 22-29.	3.5	11
54	Contractual complexity, governance and organisational form in alliances. <i>International Journal of Strategic Business Alliances</i> , 2011, 2, 26.	0.2	11

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55	MNE dynamic capabilities in (un)related diversification. <i>Journal of International Management</i> , 2022, 28, 100889.	2.4	11
56	Service employee behaviour: the role of compliance and risk taking. <i>International Journal of Services, Technology and Management</i> , 2010, 14, 208.	0.1	9
57	The interface of the top management team and the board: A dynamic managerial capabilities perspective. <i>Long Range Planning</i> , 2022, 55, 102194.	2.9	9
58	Learning to strategise innovative services: the role of system dynamics. <i>International Journal of Innovation and Learning</i> , 2004, 1, 227.	0.4	7
59	Learning and Knowledge Development in Alliances. , 2006, , 241-254.		7
60	The link between perceived service value and customer satisfaction. <i>Journal of Customer Behavior</i> , 2007, 6, 249-267.	0.0	6
61	Alliance management and innovation under uncertainty. <i>Journal of Management and Organization</i> , 2022, 28, 540-563.	1.6	6
62	The role of product involvement in e-service evaluations. <i>International Journal of Electronic Marketing and Retailing</i> , 2008, 2, 59.	0.1	4
63	Adoption of technologies in industrial after-sales services across cultures. <i>International Journal of Services, Technology and Management</i> , 2010, 14, 250.	0.1	3
64	A dynamic theory of collaboration and decision-making. , 0, , .		2
65	In Pursuit of Understanding What Drives Fan Satisfaction. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
66	Dynamic Capabilities and Top Management Cognitions. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16327.	0.0	1
67	Open Innovation Routines and Capabilities: A Microfoundations Perspective. <i>Proceedings - Academy of Management</i> , 2019, 2019, 16135.	0.0	1
68	The Interaction Between Top Management Teams and Board of Directors in Dynamic Capabilities. <i>Proceedings - Academy of Management</i> , 2018, 2018, 16085.	0.0	1
69	The relationship between non-queue, pre-process waiting time and service satisfaction. <i>International Journal of Services, Technology and Management</i> , 2005, 6, 91.	0.1	0
70	Rent Creation Beyond Organizational Boundaries: The Role of Governance and Leadership for Capability Development at the Inter-Organizational Level. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
71	Practices of Governance and Leadership and Their Effect on Capability Development and Performance of Strategic Alliances: Results of an Empirical Study. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
72	Advancing Research on Capability Development and Reconfiguration. <i>Proceedings - Academy of Management</i> , 2022, 2022, .	0.0	0