

Siegfried P Gudergan

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

67

papers

3,391

citations

26

h-index

58

g-index

74

ext. papers

4,434

ext. citations

4

avg, IF

6.07

L-index

#	Paper	IF	Citations
67	Estimation issues with PLS and CBSEM: Where the bias lies!. <i>Journal of Business Research</i> , 2016 , 69, 3998-4010	8.10	626
66	Dynamic Capabilities and Performance: Strategy, Structure and Environment. <i>Long Range Planning</i> , 2013 , 46, 72-96	5.7	301
65	Confirmatory tetrad analysis in PLS path modeling. <i>Journal of Business Research</i> , 2008 , 61, 1238-1249	8.7	290
64	Partial least squares structural equation modeling in HRM research. <i>International Journal of Human Resource Management</i> , 2020 , 31, 1617-1643	3.6	271
63	The impact of dynamic capabilities on operational marketing and technological capabilities: investigating the role of environmental turbulence. <i>Journal of the Academy of Marketing Science</i> , 2015 , 43, 181-199	12.4	253
62	Employer branding: strategic implications for staff recruitment. <i>Journal of Marketing Management</i> , 2010 , 26, 56-73	3.2	168
61	An introduction to the application of (case 1) best/worst scaling in marketing research. <i>International Journal of Research in Marketing</i> , 2013 , 30, 292-303	5.5	128
60	Enhancing Service Loyalty: The Roles of Delight, Satisfaction, and Service Quality. <i>Journal of Travel Research</i> , 2017 , 56, 436-450	6.3	83
59	Partial least squares structural equation modeling-based discrete choice modeling: an illustration in modeling retailer choice. <i>Business Research</i> , 2019 , 12, 115-142	3.8	79
58	Exploration and exploitation fit and performance in international strategic alliances. <i>International Business Review</i> , 2012 , 21, 558-574	6.2	67
57	Employee behaviour and relationship quality: impact on customers. <i>Service Industries Journal</i> , 2008 , 28, 211-223	5.7	56
56	Assessing Heterogeneity in Customer Satisfaction Studies: Across Industry Similarities and within Industry Differences. <i>Advances in International Marketing</i> , 2011 , 169-194		54
55	Enhancing loyalty: When improving consumer satisfaction and delight matters. <i>Journal of Business Research</i> , 2019 , 94, 18-27	8.7	51
54	Governance of public-private partnerships: lessons learnt from an Australian case?. <i>International Review of Administrative Sciences</i> , 2007 , 73, 569-582	1.4	50
53	Governing projects under complexity: theory and practice in project management. <i>International Journal of Project Management</i> , 2014 , 32, 1285-1290	7.6	49
52	Heterogeneity in dynamic capability configurations: Equifinality and strategic performance. <i>Journal of Business Research</i> , 2016 , 69, 5272-5279	8.7	42
51	The link between customer satisfaction and loyalty: the moderating role of customer characteristics. <i>Journal of Strategic Marketing</i> , 2018 , 26, 298-317	2.7	39

50	A service perspective on modelling intentions of on-line purchasing. <i>Journal of Services Marketing</i> , 2006 , 20, 459-470	4	38
49	Knowledge integration in organizations: an empirical assessment. <i>Journal of Knowledge Management</i> , 2006 , 10, 43-58	7.3	37
48	Using Cultural Archetypes in Cross-cultural Management Studies. <i>Journal of International Management</i> , 2016 , 22, 63-83	4.4	36
47	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	7.7	35
46	Strategic embeddedness of modularity in alliances: Innovation and performance implications. <i>Journal of Business Research</i> , 2015 , 68, 1388-1394	8.7	30
45	Service-dominant orientation, dynamic capabilities and firm performance. <i>Journal of Service Theory and Practice</i> , 2017 , 27, 808-832	3.1	28
44	Usage center Value cocreation in multi-actor usage processes. <i>Journal of Service Theory and Practice</i> , 2017 , 27, 721-737	3.1	28
43	Manual avanzado de Partial Least Squares Structural Equation Modeling (PLS-SEM) 2021 ,		28
42	Strategic Implications for (Non-Equity) Alliance Performance. <i>Long Range Planning</i> , 2012 , 45, 451-476	5.7	26
41	Service staff attitudes, organisational practices and performance drivers. <i>Journal of Management and Organization</i> , 2008 , 14, 168-179	1.7	26
40	Open Service Innovation: The Role of Intermediary Capabilities. <i>Journal of Product Innovation Management</i> , 2018 , 35, 808-838	7.1	26
39	Revenue management and customer centric marketing [How do they influence travellers' choices?]. <i>Journal of Revenue and Pricing Management</i> , 2007 , 6, 331-346	0.9	25
38	Understanding the psychological impact of unconventional gas developments in affected communities. <i>Energy Policy</i> , 2017 , 101, 492-501	7.2	23
37	Deconstructing dynamic capabilities: the role of cognitive and organizational routines in the innovation process. <i>Construction Management and Economics</i> , 2014 , 32, 246-261	3	23
36	Capturing heterogeneity and PLS-SEM prediction ability: Alliance governance and innovation. <i>Journal of Business Research</i> , 2016 , 69, 4593-4603	8.7	23
35	In Pursuit of Understanding What Drives Fan Satisfaction. <i>Journal of Leisure Research</i> , 2014 , 46, 419-447	1.9	21
34	Customer engagement with brands in social media platforms. <i>European Journal of Marketing</i> , 2019 , 53, 1733-1758	4.4	20
33	How to innovate toward an ambidextrous business model? The role of dynamic capabilities and market orientation. <i>Journal of Business Research</i> , 2021 , 130, 618-634	8.7	20

32	The role of cocreation and dynamic capabilities in service provision and performance: A configurational study. <i>Industrial Marketing Management</i> , 2019 , 78, 43-57	6.9	19
31	The interplay and growth implications of dynamic capabilities and market orientation. <i>Industrial Marketing Management</i> , 2019 , 83, 21-30	6.9	19
30	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	5.7	19
29	The impact of implicit and explicit communications on frontline service delivery staff. <i>Service Industries Journal</i> , 2008 , 28, 1431-1443	5.7	17
28	The Effects of Customer-Centric Marketing and Revenue Management on Travelers' Choices. <i>Journal of Travel Research</i> , 2013 , 52, 479-493	6.3	16
27	Service staff attitudes, organisational practices and performance drivers. <i>Journal of Management and Organization</i> , 2008 , 14, 168-179	1.7	15
26	Do status levels in loyalty programmes change customers' willingness to pay?. <i>Journal of Revenue and Pricing Management</i> , 2012 , 11, 274-288	0.9	12
25	Cooperation and compliance in non-equity alliances. <i>Journal of Business Research</i> , 2016 , 69, 1759-1764	8.7	11
24	Interactive profit-planning systems and market turbulence: A dynamic capabilities perspective. <i>Long Range Planning</i> , 2019 , 52, 386-405	5.7	11
23	Managing Service Staff as an Organizational Resource: Implications for Customer Service Provision. <i>Services Marketing Quarterly</i> , 2008 , 29, 25-41	1	10
22	The Impact of Organizational Settings on Creativity and Learning in Alliances. <i>Management (France)</i> , 2004 , 7, 257	0.5	10
21	Contractual complexity, governance and organisational form in alliances. <i>International Journal of Strategic Business Alliances</i> , 2011 , 2, 26	1	9
20	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	0.3	9
19	A Meta-analysis of the International Experience Ownership Strategy Relationship: A Dynamic Capabilities View. <i>Management International Review</i> , 2018 , 58, 541-570	3.2	9
18	The Role of Fairness in Modelling Customer Choice. <i>Australasian Marketing Journal</i> , 2011 , 19, 22-29	5	8
17	Learning to strategise innovative services: the role of system dynamics. <i>International Journal of Innovation and Learning</i> , 2004 , 1, 227	0.6	7
16	Service employee behaviour: the role of compliance and risk taking. <i>International Journal of Services, Technology and Management</i> , 2010 , 14, 208	0.2	6
15	The link between perceived service value and customer satisfaction. <i>Journal of Customer Behavior</i> , 2007 , 6, 249-267	2.4	6

14	Achieving employee efficiency flexibility ambidexterity. <i>International Journal of Human Resource Management</i> , 2020 , 31, 2459-2494	3.6	6
13	A Primer on the Conditional Mediation Analysis in PLS-SEM. <i>Data Base for Advances in Information Systems</i> , 2021 , 52, 43-100	1.4	5
12	Perceived Omnichannel Customer Experience (OCX): Concept, measurement, and impact. <i>Journal of Retailing</i> , 2022 ,	6.5	5
11	The role of product involvement in e-service evaluations. <i>International Journal of Electronic Marketing and Retailing</i> , 2008 , 2, 59	0.8	4
10	Learning and Knowledge Development in Alliances 241-254		2
9	Dynamic Capabilities and Top Management Cognitions. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 16327	0.1	1
8	In Pursuit of Understanding What Drives Fan Satisfaction. <i>SSRN Electronic Journal</i> , 2012 ,	1	1
7	Adoption of technologies in industrial after-sales services across cultures. <i>International Journal of Services, Technology and Management</i> , 2010 , 14, 250	0.2	1
6	The interface of the top management team and the board: A dynamic managerial capabilities perspective. <i>Long Range Planning</i> , 2022 , 102194	5.7	1
5	Open Innovation Routines and Capabilities: A Microfoundations Perspective. <i>Proceedings - Academy of Management</i> , 2019 , 2019, 16135	0.1	1
4	MNE dynamic capabilities in (un)related diversification. <i>Journal of International Management</i> , 2021 , 100889	3.4	1
3	The impact of dynamic capabilities in disrupted supply chains The role of turbulence and dependence. <i>Industrial Marketing Management</i> , 2022 , 103, 154-169	6.9	0
2	Alliance management and innovation under uncertainty. <i>Journal of Management and Organization</i> , 1-24	1.7	0
1	The relationship between non-queue, pre-process waiting time and service satisfaction. <i>International Journal of Services, Technology and Management</i> , 2005 , 6, 91	0.2	