

Claudio Pousa

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5391249/publications.pdf>

Version: 2024-02-01

13
papers

174
citations

1478505

6
h-index

1372567

10
g-index

15
all docs

15
docs citations

15
times ranked

110
citing authors

#	ARTICLE	IF	CITATIONS
1	Boosting customer orientation through coaching: a Canadian study. <i>International Journal of Bank Marketing</i> , 2014, 32, 60-81.	6.4	45
2	Is managerial coaching a source of competitive advantage? Promoting employee self-regulation through coaching. <i>Coaching</i> , 2015, 8, 20-35.	1.0	36
3	The Influence of Coaching on Employee Performance: Results From Two International Quantitative Studies. <i>Performance Improvement Quarterly</i> , 2014, 27, 75-92.	1.0	20
4	Managing frontline employee performance through coaching: does selling experience matter?. <i>International Journal of Bank Marketing</i> , 2017, 35, 220-240.	6.4	20
5	Managerial coaching of frontline employees: The moderating role of gender. <i>Human Resource Development Quarterly</i> , 2018, 29, 219-241.	3.3	18
6	Promoting frontline employee customer orientation in China: a replication and a comparison. <i>International Journal of Bank Marketing</i> , 2018, 36, 849-867.	6.4	17
7	The effect of managerial coaching on salesperson's relationship behaviors: new evidence from frontline bank employees in China. <i>International Journal of Bank Marketing</i> , 2020, 38, 1259-1277.	6.4	6
8	Conflits travail-famille et intention de quitter dans le domaine de la sant��. <i>Industrial Relations</i> , 0, 69, 477-500.	0.2	4
9	An initial assessment of measurement invariance in sales force coaching. <i>Coaching</i> , 2016, 9, 69-87.	1.0	3
10	Why Do Consumers Buy Fair Trade Products? An Evolutionary Perspective Using the Theory of Consumption Values. <i>Journal of Management and Sustainability</i> , 2014, 4, .	0.3	2
11	Can introductory financial accounting grades predict student choice to major in accounting?. <i>Journal of Applied Research in Higher Education</i> , 2021, 13, 871-888.	1.9	0
12	Measuring Servant Leadership. <i>Advances in Human Resources Management and Organizational Development Book Series</i> , 2014, , 211-242.	0.3	0
13	An Initial Assessment of Measurement Invariance in Sales Force Coaching: Comparing the French and Spanish Versions of Ellinger��'s Coaching Measure. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2016, , 767-772.	0.2	0