

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