

Michel van der Borgh

List of Publications by Year in descending order

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17
papers

471
citations

932766

10
h-index

887659

17
g-index

17
all docs

17
docs citations

17
times ranked

398
citing authors

#	ARTICLE	IF	CITATIONS
1	Why Salespeople Avoid Big-Whale Sales Opportunities. <i>Journal of Marketing</i> , 2022, 86, 95-116.	7.0	9
2	Moving the needle: Publishing academic-practitioner research in <i>Industrial Marketing Management</i> . <i>Industrial Marketing Management</i> , 2022, , .	3.7	1
3	Dealing with privacy concerns in product-service system selling: Value-based selling as fair treatment practice. <i>Industrial Marketing Management</i> , 2022, 105, 60-71.	3.7	4
4	On salesperson judgment and decision making. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 855-863.	7.2	7
5	A Meta-Analysis of Frontline Employeesâ€™ Role Behavior and the Moderating Effects of National Culture. <i>Journal of Service Research</i> , 2020, 23, 255-280.	7.8	46
6	Identifying, analyzing, and finding solutions to the sales lead black hole: A design science approach. <i>Industrial Marketing Management</i> , 2020, 88, 136-151.	3.7	8
7	How to get great research cited. <i>Industrial Marketing Management</i> , 2020, 89, A1-A7.	3.7	9
8	How to undertake great cross-disciplinary research. <i>Industrial Marketing Management</i> , 2020, 90, A1-A5.	3.7	24
9	Balancing Frontlinersâ€™ Customer- and Coworker-Directed Behaviors When Serving Business Customers. <i>Journal of Service Research</i> , 2019, 22, 323-344.	7.8	9
10	Why helping coworkers does not always make you poor: The contingent role of common and unique position within the sales team. <i>Industrial Marketing Management</i> , 2019, 77, 23-40.	3.7	18
11	Balancing modularity and solution space freedom: effects on organisational learning and sustainable innovation. <i>International Journal of Production Research</i> , 2018, 56, 6658-6677.	4.9	25
12	Are conservative approaches to new product selling a blessing in disguise?. <i>Journal of the Academy of Marketing Science</i> , 2018, 46, 857-878.	7.2	25
13	Alternative Mechanisms Guiding Salespersonsâ€™ Ambidextrous Product Selling. <i>British Journal of Management</i> , 2017, 28, 331-353.	3.3	35
14	Beyond the retentionâ€“acquisition trade-off: Capabilities of ambidextrous sales organizations. <i>Industrial Marketing Management</i> , 2017, 64, 1-13.	3.7	38
15	Beyond the water cooler: using socialization to understand use and impact of networking services on collaboration in a business incubator. <i>R and D Management</i> , 2017, 47, 443-457.	3.0	14
16	Do Retailers Really Profit from Ambidextrous Managers? The Impact of Frontline Mechanisms on New and Existing Product Selling Performance. <i>Journal of Product Innovation Management</i> , 2014, 31, 710-727.	5.2	32
17	Value creation by knowledge-based ecosystems: evidence from a field study. <i>R and D Management</i> , 2012, 42, 150-169.	3.0	167