

# Andrea L Dixon

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5969223/publications.pdf>

Version: 2024-02-01

21  
papers

1,371  
citations

687363

13  
h-index

839539

18  
g-index

22  
all docs

22  
docs citations

22  
times ranked

1057  
citing authors

#	ARTICLE	IF	CITATIONS
1	Distributed leadership in teams: The network of leadership perceptions and team performance. <i>Leadership Quarterly</i> , 2006, 17, 232-245.	5.8	433
2	The Social Network Ties of Group Leaders: Implications for Group Performance and Leader Reputation. <i>Organization Science</i> , 2006, 17, 64-79.	4.5	389
3	Transforming Selling: Why It Is Time to Think Differently About Sales Research. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 9-13.	2.8	100
4	Successful and Unsuccessful Sales Calls: Measuring Salesperson Attributions and Behavioral Intentions. <i>Journal of Marketing</i> , 2001, 65, 64-78.	11.3	92
5	Omni-channel research framework in the context of personal selling and sales management. <i>Journal of Research in Interactive Marketing</i> , 2016, 10, 2-16.	8.9	86
6	Exploring the "Lone Wolf" Phenomenon in Student Teams. <i>Journal of Marketing Education</i> , 2005, 27, 81-90.	2.4	67
7	Social Network Theory and the Sales Manager Role: Engineering the Right Relationship Flows. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 29-40.	2.8	37
8	Attributions and Behavioral Intentions of Inexperienced Salespersons to Failure: An Empirical Investigation. <i>Journal of the Academy of Marketing Science</i> , 2003, 31, 459-467.	11.2	33
9	A review of the interactive marketing literature in the context of personal selling and sales management. <i>Journal of Research in Interactive Marketing</i> , 2014, 8, 294-308.	8.9	30
10	An updated taxonomy of salesperson influence tactics. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 238-253.	2.8	24
11	An Agenda for Selling and Sales Management Research: Using the Financial Industry's Forward Thinkers for Insight. <i>Journal of Personal Selling and Sales Management</i> , 2006, 26, 293-303.	2.8	21
12	Professional sales coaching: an integrative review and research agenda. <i>European Journal of Marketing</i> , 2015, 49, 1087-1113.	2.9	14
13	The Complexities of Sales and Sales Management Research: A Historical Analysis from 1990 to 2005. <i>Journal of Personal Selling and Sales Management</i> , 2008, 28, 403-419.	2.8	13
14	Attracting Students to Sales Positions: The Case of Effective Salesperson Recruitment Ads. <i>Journal of Marketing Education</i> , 2020, 42, 170-190.	2.4	9
15	The impact of salesperson interpersonal mentalizing skills on coping and burnout: the critical role of coping oscillation. <i>Journal of Personal Selling and Sales Management</i> , 0, , 1-25.	2.8	9
16	The Editors' Corner. <i>Journal of Marketing Education</i> , 2014, 36, 91-93.	2.4	5
17	The Path to Sales Center Leadership: Key Differences Between Academic and Practitioner Leaders. <i>Journal of Marketing Education</i> , 2020, 42, 233-242.	2.4	4
18	Perspectives on international collaboration in sales research. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 317-318.	2.8	3

#	ARTICLE	IF	CITATIONS
19	Introduction to the Thirtieth Anniversary Special Issue: Creating the Future for Sales and Sales Management Research. Journal of Personal Selling and Sales Management, 2012, 32, 5-7.	2.8	2
20	Social Network Theory and the Sales Manager Role: Engineering the Right Relationship Flows. SSRN Electronic Journal, 0, , .	0.4	0
21	Customer Selection to Acquire, Retain, and Grow. , 2011, , .		0