Daniel G Bachrach

List of Publications by Year
in descending order

90 papers	7,767 citations	117625 34 h-index	128289 60 g-index
99 all docs	99 docs citations	99 times ranked	5293 citing authors

#	Article	IF	Citations
1	"Too Much" Self-Efficacy? Understanding the Curvilinear Consequences of Between-Person Self-Efficacy through a Moderated-Mediation Model of Perceived Proximity and Employee Effort. Group and Organization Management, 2023, 48, 1544-1581.	4.4	2
2	Birds of a feather?: Firm sales growth and narcissism in the upper echelons at the CEO-TMT interface. Leadership Quarterly, 2023, 34, 101621.	5.8	4
3	Does "how" firms invest in corporate social responsibility matter? An attributional model of job seekers' reactions to configurational variation in corporate social responsibility. Human Relations, 2022, 75, 532-559.	5.4	15
4	CEO narcissism, top management team transactive memory systems, and firm performance: an upper echelons perspective on CEO admiration and rivalry narcissism. European Journal of Work and Organizational Psychology, 2022, 31, 61-76.	3.7	8
5	Less engaged over time? The effect of self-efficacy on work engagement trajectory. Journal of Theoretical Social Psychology, 2021, 5, 249-261.	1.9	8
6	Operations in the upper echelons: leading sustainability through stewardship. International Journal of Operations and Production Management, 2021, 41, 1737-1760.	5.9	5
7	Meta-analysis of risk factors for substance abuse in the US military. Military Psychology, 2019, 31, 450-461.	1.1	8
8	A dual-process contingency model of leadership, transactive memory systems and team performance. Journal of Business Research, 2019, 96, 297-308.	10.2	38
9	Transactive memory systems in context: A meta-analytic examination of contextual factors in transactive memory systems development and team performance.. Journal of Applied Psychology, 2019, 104, 464-493.	5.3	73
10	Psychological Distress is increasing among customer-facing retail employees: Evidence from 1997 to 2015. Journal of Business Research, 2018, 89, 21-26.	10.2	9
11	A relational perspective of the microfoundations of dynamic managerial capabilities and transactive memory systems. Industrial Marketing Management, 2018, 74, 27-38.	6.7	41
12	Conflicts with Friends: A Multiplex View of Friendship and Conflict and Its Association with Performance in Teams. Journal of Business and Psychology, 2017, 32, 73-86.	4.0	47
13	Egocentric reciprocity and the role of friendship and anger. Journal of Social Psychology, 2017, 157, 720-735.	1.5	2
14	The effects of managerial and employee attributions for corporate social responsibility initiatives. Journal of Organizational Behavior, 2017, 38, 1111-1129.	4.7	75
15	Do sales and service compete? The impact of multiple psychological climates on frontline employee performance. Journal of Personal Selling and Sales Management, 2017, 37, 11-26.	2.8	39
16	Translating sales effort into service performance: it's an emotional ride. Journal of Personal Selling and Sales Management, 2017, 37, 100-112.	2.8	13
17	Sales Team Resources for Market-Driven Behaviors, Norms, and Performance: An Extended Abstract. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, 2017, , 659-663.	0.2	0
18	On Academic Rankings, Unacceptable Methods, and the Social Obligations of Business Schools. Decision Sciences, 2017, 48, 561-585.	4.5	15

#	Article	IF	Citations
19	The Role of the Sales-Service Interface and Ambidexterity in the Evolving Organization. Journal of Service Research, 2017, 20, 59-75.	12.2	82
20	Is There a Dark Side of Ambidexterity? Implications of Dueling Sales and Service Orientations. Journal of Service Research, 2017, 20, 379-392.	12.2	73
21	Task Interdependence Impacts on Reciprocity in IT Implementation Teams: Bringing Out the Worst in Us, or Driving Responsibility?. Production and Operations Management, 2017, 26, 667-685.	3.8	18
22	Intangible sales team resources: Investing in team social capital and transactive memory for market-driven behaviors, norms and performance. Industrial Marketing Management, 2017, 62, 88-99.	6.7	49
23	Employee Reactions to Corporate Moral Events. Proceedings - Academy of Management, 2017, 2017, 11374.	0.1	0
24	Job Seekers' Reactions to Configurational Variation in CSR Investment. Proceedings - Academy of Management, 2017, 2017, 11391.	0.1	0
25	More Than a Showroom. , 2016, , .		5
26	Looking Forward in an Omnichannel World. , 2016, , 173-183.		0
27	Mediating effects of psychological safety in the relationship between team affectivity and transactive memory systems. Journal of Organizational Behavior, 2016, 37, 416-435.	4.7	30
28	Price Matching: To Match or Not to Match?. , 2016, , 93-108.		2
29	Reward Systems: Compensation at the Store Level. , 2016, , 39-55.		0
30	Employee Coping Behaviors: Handling the Stresses of Showrooming with Proactive Engagement. , 2016, , 121-141.		0
31	Reward Programs: Loyalty at the Store Level. , 2016, , 57-74.		0
32	Customer Service in a Technological World: A Timeless Strategy for a Digital Dilemma. , 2016, , 143-159.		0
33	Employees as Knowledge Brokers: Understanding How Expertise Is Your Ally. , 2016, , 161-171.		0
34	Today's Customers. , 2016, , 17-38.		0
35	Introduction: What Is Showrooming?. , 2016, , 1-16.		0
36	No-No's at the Store Level: What Not to Do When Faced with Showrooming. , 2016, , 109-120.		0

#	Article	IF	Citations
37	Internal Labor Markets, Firm-Specific Human Capital, and Heterogeneity Antecedents of Employee Idiosyncratic Deal Requests. Organization Science, 2015, 26, 794-810.	4.5	31
38	You donâ€™t always get what you want, and you donâ€™t always want what you get: An examination of controlâ€"desire for control congruence in transactional relationships.. Journal of Applied Psychology, 2015, 100, 1073-1088.	5.3	22
39	Perceived customer showrooming behavior and the effect on retail salesperson self-efficacy and performance. Journal of Retailing, 2015, 91, 358-369.	6.2	295
40	Sales leadership icons and models: How comic book superheroes would make great sales leaders. Business Horizons, 2015, 58, 261-274.	5.2	5
41	Transformational Leadership and Inter-Team Collaboration. Group and Organization Management, 2015, 40, 715-743.	4.4	40
42	Behavioral Operations in Practice and Future Work. , 2015, , 398-412.		1
43	Diminishing Returns? The Curvilinear Relationship between OCB and Performance in Teams. Proceedings - Academy of Management, 2015, 2015, 18618.	0.1	0
44	Social Network Ties, Transactive Memory, and Performance in Groups. Organization Science, 2014, 25, 951-967.	4.5	83
45	The role of team goal monitoring in the curvilinear relationship between team efficacy and team performance.. Journal of Applied Psychology, 2014, 99, 976-987.	5.3	57
46	Salespeople as knowledge brokers: a review and critique of the challenger sales model. Journal of Personal Selling and Sales Management, 2014, 34, 245-259.	2.8	73
47	10 Donâ€™ts on Your Digital Devices. , 2014, , .		2
48	Donâ€™t Forget the Physical. , 2014, , 121-136.		0
49	Donâ€™t Be Careless with Your Phone. , 2014, , 77-91.		0
50	Donâ€™t Look for a Free Lunch. , 2014, , 35-44.		0
51	Donâ€™t Get Phished. , 2014, , 1-11.		0
52	Donâ€™t Give Up Your Passwords. , 2014, , 13-23.		0
53	The Other Side of the Coin: Transactive Memory Systems and the Prevention of Resource Losses. Proceedings - Academy of Management, 2014, 2014, 12451.	0.1	1
54	Donâ€™t Do Secure Things from Insecure Places. , 2014, , 45-56.		0

#	Article	IF	Citations
55	Absorptive Capacity: Exploring the Implications of Team and Organizational Context. Proceedings - Academy of Management, 2014, 2014, 16784.	0.1	0
56	Donâ€™t Trust Anyone Over . . . Anything. , 2014, , 107-120.		0
57	Donâ€™t Get Lost in â€œThe Cloudâ€. , 2014, , 25-34.		0
58	Team Goal Monitoring in the Curvilinear Relationship Between Team Efficacy and Team Performance. Proceedings - Academy of Management, 2014, 2014, 14224.	0.1	0
59	Influences of organizational investments in social capital on service employee commitment and performance. Journal of Business Research, 2013, 66, 1124-1133.	10.2	66
60	Boundaries of Citizenship Behavior: Curvilinearity and Context in the Citizenship and Task Performance Relationship. Personnel Psychology, 2013, 66, 377-406.	2.8	52
61	The influence of time management skill on the curvilinear relationship between organizational citizenship behavior and task performance.. Journal of Applied Psychology, 2013, 98, 668-677.	5.3	123
62	Helping to Learn and Learning as Reciprocation: A Social Exchange Perspective on Firm Performance. Proceedings - Academy of Management, 2013, 2013, 12708.	0.1	0
63	Role Expectations as Antecedents of Citizenship and the Moderating Effects of Work Context. Journal of Management, 2012, 38, 573-598.	9.3	49
64	Utility of OCB. Journal of Management, 2012, 38, 668-694.	9.3	118
65	A self-regulation approach to understanding citizenship behavior in organizations. Organizational Behavior and Human Decision Processes, 2012, 119, 126-139.	2.5	100
66	Exploring the role of supervisor trust in the associations between multiple sources of relationship conflict and organizational citizenship behavior. Leadership Quarterly, 2012, 23, 43-54.	5.8	56
67	Paying It Forward: A Trickle-Down Model of Citizenship Instrumentality. Proceedings - Academy of Management, 2012, 2012, 12818.	0.1	0
68	A Multiplex View of Conflict and Team Performance. Proceedings - Academy of Management, 2012, 2012, 14392.	0.1	0
69	The interactive effects of person-focused citizenship behaviour, task interdependence, and virtuality on team performance. European Journal of Work and Organizational Psychology, 2011, 20, 700-726.	3.7	25
70	Measurement of organizational investments in social capital: The service employee perspective. Journal of Business Research, 2011, 64, 572-578.	10.2	16
71	Fostering good citizenship through ethical leadership: Exploring the moderating role of gender and organizational politics.. Journal of Applied Psychology, 2011, 96, 633-642.	5.3	239
72	RIGOR IN BEHAVIORAL EXPERIMENTS: A BASIC PRIMER FOR SUPPLY CHAIN MANAGEMENT RESEARCHERS. Journal of Supply Chain Management, 2011, 47, 5-8.	10.2	80

#	Article	IF	Citations
73	The perception of difficulty in project‑work planning and its impact on resource sharing. Journal of Operations Management, 2010, 28, 385-397.	5.2	35
74	Operant leadership and employee citizenship: A question of trust?. Leadership Quarterly, 2010, 21, 400-408.	5.8	54
75	The dynamics of technological readiness in marketing units: Why cross-cultural examination is necessary. Advances in International Marketing, 2009, , 361-388.	0.3	0
76	The Role of Operational Interdependence and Supervisory Experience on Management Assessments of Resource Planning Systems. Production and Operations Management, 2008, 17, 93-106.	3.8	16
77	Scholarly Influence in the Field of Management: A Bibliometric Analysis of the Determinants of University and Author Impact in the Management Literature in the Past Quarter Century. Journal of Management, 2008, 34, 641-720.	9.3	385
78	Importance of Organizational Citizenship Behaviour for Overall Performance Evaluation: Comparing the Role of Task Interdependence in China and the USA. Management and Organization Review, 2007, 3, 255-276.	2.1	64
79	Effects of task interdependence on the relationship between helping behavior and group performance.. Journal of Applied Psychology, 2006, 91, 1396-1405.	5.3	146
80	Organizational citizenship behavior and performance evaluations: Exploring the impact of task interdependence.. Journal of Applied Psychology, 2006, 91, 193-201.	5.3	97
81	ERP in the minds of supervisors. International Journal of Operations and Production Management, 2006, 26, 558-578.	5.9	41
82	The influence of management journals in the 1980s and 1990s. Strategic Management Journal, 2005, 26, 473-488.	7.3	651
83	Tolerance of free-riding: The effects of defection size, defection pattern, and social orientation in a repeated public goods dilemma. Organizational Behavior and Human Decision Processes, 2003, 90, 139-147.	2.5	32
84	A process-based model for priority convergence in multi-period group decision-making. European Journal of Operational Research, 2003, 148, 534-545.	5.7	9
85	Testing for Bias Against Female Test Takers of the Graduate Management Admissions Test and Potential Impact on Admissions to Graduate Programs in Business. Journal of Education for Business, 2003, 78, 324-328.	1.6	11
86	The impact of situational constraints, role stressors, and commitment on employee altruism.. Journal of Occupational Health Psychology, 2003, 8, 171-180.	3.3	84
87	Type A as a Moderator of Stressors and Job Complexity: A Comparison of Achievement Strivings and Impatience-Irritability. Journal of Applied Social Psychology, 2002, 32, 977-996.	2.0	15
88	Attributions of the "causes" of group performance as an alternative explanation of the relationship between organizational citizenship behavior and organizational performance.. Journal of Applied Psychology, 2001, 86, 1285-1293.	5.3	90
89	Organizational Citizenship and Mood: An Experimental Test of Perceived Job Breadth1. Journal of Applied Social Psychology, 2000, 30, 641-663.	2.0	57
90	Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. Journal of Management, 2000, 26, 513-563.	9.3	3,702