

# Sascha H Alavi

## List of Publications by Year in descending order

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Version: 2024-02-01

33  
papers

983  
citations

471371

17  
h-index

477173

29  
g-index

37  
all docs

37  
docs citations

37  
times ranked

569  
citing authors

#	ARTICLE	IF	CITATIONS
1	The ambivalent role of monetary sales incentives in service innovation selling. <i>Journal of Product Innovation Management</i> , 2022, 39, 445-463.	5.2	15
2	The impact of salespeople's social media adoption on customer acquisition performance – a contextual perspective. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 139-157.	1.7	11
3	The role of salespeople in industrial servitization: How to manage diminishing profit returns from salespeople's increasing industrial service shares. <i>International Journal of Research in Marketing</i> , 2022, 39, 1235-1252.	2.4	6
4	Trojan horse or useful helper? A relationship perspective on artificial intelligence assistants with humanlike features. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 1153-1175.	7.2	29
5	Customer-oriented salespeople's value creation and claiming in price negotiations. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 689-712.	7.2	8
6	Corporate social responsibility and perceived fairness of price increases. <i>Psychology and Marketing</i> , 2022, 39, 1370-1384.	4.6	9
7	Drown or Blossom? The Impact of Perceived Chronic Time Pressure on Retail Salespeople's Performance and Customer-Salesperson Relationships. <i>Journal of Retailing</i> , 2021, 97, 217-237.	4.0	16
8	Corporate social responsibility in luxury contexts: potential pitfalls and how to overcome them. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 280-303.	7.2	35
9	No conversion, no conversation: consequences of retail salespeople disengaging from unpromising prospects. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 502-520.	7.2	16
10	When do forecasts fail and when not? Contingencies affecting the accuracy of sales managers' forecast regarding the future business situation. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 218-232.	1.7	2
11	Variable Compensation and Salesperson Health. <i>Journal of Marketing</i> , 2021, 85, 130-149.	7.0	43
12	The human side of digital transformation in sales: review & future paths. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 83-86.	1.7	39
13	The role of salesperson communication in luxury selling. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 301-315.	1.7	7
14	From personal to online selling: How relational selling shapes salespeople's promotion of e-commerce channels. <i>Journal of Business Research</i> , 2021, 132, 373-382.	5.8	13
15	The Impact of Digital Technologies on Employee Performance and Strain: An Experience Sampling Study. <i>Proceedings - Academy of Management</i> , 2021, 2021, 11012.	0.0	0
16	Price negotiating for services: elucidating the ambivalent effects on customers' negotiation aspirations. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 165-185.	7.2	15
17	When do customers perceive customer centricity? The role of a firm's and salespeople's customer orientation. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 25-42.	1.7	52
18	Understanding the Impact of Relationship Disruptions. <i>Journal of Marketing</i> , 2020, 84, 66-87.	7.0	37

#	ARTICLE	IF	CITATIONS
19	The Catch-22 of Countering a Moral Occupational Stigma in Employee-Customer Interactions. <i>Academy of Management Journal</i> , 2020, , .	4.3	11
20	What does adaptive selling mean to salespeople? An exploratory analysis of practitioners' responses to generic adaptive selling scales. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 254-263.	1.7	38
21	The risky side of inspirational appeals in personal selling; when do customers infer ulterior salesperson motives?. <i>Journal of Personal Selling and Sales Management</i> , 2018, 38, 323-343.	1.7	26
22	The role of leadership in salespeople's price negotiation behavior. <i>Journal of the Academy of Marketing Science</i> , 2018, 46, 703-724.	7.2	40
23	The contingent roles of R&D sales versus R&D marketing cooperation in new-product development of business-to-business firms. <i>International Journal of Research in Marketing</i> , 2017, 34, 212-230.	2.4	42
24	When serving customers includes correcting them: Understanding the ambivalent effects of enforcing service rules. <i>International Journal of Research in Marketing</i> , 2017, 34, 919-941.	2.4	37
25	Besonderheiten im pers�nlichen Verkauf von Luxusmarken1. , 2017, , 395-419.		0
26	When Do Customers Get What They Expect? Understanding the Ambivalent Effects of Customers' Service Expectations on Satisfaction. <i>Journal of Service Research</i> , 2016, 19, 361-379.	7.8	47
27	Warm Glow or Extra Charge? The Ambivalent Effect of Corporate Social Responsibility Activities on Customers' Perceived Price Fairness. <i>Journal of Marketing</i> , 2016, 80, 84-105.	7.0	168
28	Saving on Discounts through Accurate Sensing – Salespeople's Estimations of Customer Price Importance and Their Effects on Negotiation Success. <i>Journal of Retailing</i> , 2016, 92, 40-55.	4.0	37
29	Gambled Price Discounts: A Remedy to the Negative Side Effects of Regular Price Discounts. <i>Journal of Marketing</i> , 2015, 79, 62-78.	7.0	43
30	Willing to Pay More, Eager to Pay Less: The Role of Customer Loyalty in Price Negotiations. <i>Journal of Marketing</i> , 2014, 78, 17-37.	7.0	107
31	Personal Selling for Luxury Brands. , 2013, , 359-376.		4
32	Erfolgsstrategien im pers�nlichen Verkauf von Luxusmarken. <i>Marketing, Zeitschrift Fur Forschung Und Praxis</i> , 2013, 35, 131-143.	0.2	1
33	How Leaders' Motivation Transfers to Customer Service Representatives. <i>Journal of Service Research</i> , 2011, 14, 214-233.	7.8	26