

Ronald Goldsmith

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6674650/publications.pdf>

Version: 2024-02-01

21
papers

3,424
citations

516710

16
h-index

713466

21
g-index

21
all docs

21
docs citations

21
times ranked

2697
citing authors

#	ARTICLE	IF	CITATIONS
1	Electronic word-of-mouth in hospitality and tourism management. <i>Tourism Management</i> , 2008, 29, 458-468.	9.8	1,978
2	Identifying Innovators in Consumer Product Markets. <i>European Journal of Marketing</i> , 1992, 26, 42-55.	2.9	213
3	The influence of personality on active and passive use of social networking sites. <i>Psychology and Marketing</i> , 2011, 28, 441-456.	8.2	176
4	Status Consumption and Price Sensitivity. <i>Journal of Marketing Theory and Practice</i> , 2010, 18, 323-338.	4.3	141
5	Materialism, Status Consumption, and Consumer Independence. <i>Journal of Social Psychology</i> , 2012, 152, 43-60.	1.5	117
6	Status consumption and role-relaxed consumption: A tale of two retail consumers. <i>Journal of Retailing and Consumer Services</i> , 2007, 14, 45-59.	9.4	115
7	Status Consumption Among Malaysian Consumers. <i>Journal of International Consumer Marketing</i> , 2005, 17, 83-98.	3.7	93
8	The etiology of the frugal consumer. <i>Journal of Retailing and Consumer Services</i> , 2014, 21, 175-184.	9.4	81
9	Black Friday and Cyber Monday: Understanding consumer intentions on two major shopping days. <i>Journal of Retailing and Consumer Services</i> , 2013, 20, 43-50.	9.4	74
10	Materialism and brand engagement as shopping motivations. <i>Journal of Retailing and Consumer Services</i> , 2011, 18, 278-284.	9.4	69
11	Some Antecedents of Price Sensitivity. <i>Journal of Marketing Theory and Practice</i> , 2009, 17, 199-214.	4.3	64
12	Adapting influence approaches to informed consumers in high-involvement purchases: are salespeople really doomed?. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 118-137.	11.2	63
13	Materialism, Status Consumption, and Market Involved Consumers. <i>Psychology and Marketing</i> , 2016, 33, 761-776.	8.2	48
14	Factors influencing intention to use personal health records. <i>International Journal of Pharmaceutical and Healthcare Marketing</i> , 2009, 3, 8-25.	1.3	44
15	Global Innovativeness and Consumer Susceptibility to Interpersonal Influence. <i>Journal of Marketing Theory and Practice</i> , 2006, 14, 275-285.	4.3	37
16	The Big Five, happiness, and shopping. <i>Journal of Retailing and Consumer Services</i> , 2016, 31, 52-61.	9.4	34
17	Consumer reactions to the merger: Understanding the role of pre-merger brands. <i>Journal of Brand Management</i> , 2014, 21, 615-634.	3.5	20
18	Regulatory focus, nutrition involvement, and nutrition knowledge. <i>Appetite</i> , 2019, 137, 267-273.	3.7	17

#	ARTICLE	IF	CITATIONS
19	Consumer knowledge discrimination. <i>European Journal of Marketing</i> , 2015, 49, 82-100.	2.9	16
20	Psychographics and New Product Adoption: An Exploratory Study. <i>Perceptual and Motor Skills</i> , 1983, 57, 1071-1076.	1.3	15
21	Standardization vs. adaptation: consumer reaction to TV ads containing subtitled or English dubbed ads. <i>International Journal of Advertising</i> , 2015, 34, 702-714.	6.7	9