

J Brock Smith

List of Publications by Year in descending order

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Version: 2024-02-01

22
papers

5,300
citations

516710

16
h-index

677142

22
g-index

22
all docs

22
docs citations

22
times ranked

3019
citing authors

#	ARTICLE	IF	CITATIONS
1	Toward a Theory of Entrepreneurial Cognition: Rethinking the People Side of Entrepreneurship Research. <i>Entrepreneurship Theory and Practice</i> , 2002, 27, 93-104.	10.2	801
2	The Effects of Organizational Differences and Trust on the Effectiveness of Selling Partner Relationships. <i>Journal of Marketing</i> , 1997, 61, 3-21.	11.3	794
3	The Effects of Organizational Differences and Trust on the Effectiveness of Selling Partner Relationships. <i>Journal of Marketing</i> , 1997, 61, 3.	11.3	715
4	Customer Value Creation: A Practical Framework. <i>Journal of Marketing Theory and Practice</i> , 2007, 15, 7-23.	4.3	658
5	The Central Question in Entrepreneurial Cognition Research 2007. <i>Entrepreneurship Theory and Practice</i> , 2007, 31, 1-27.	10.2	555
6	Buyer-Seller relationships: Similarity, relationship management, and quality. <i>Psychology and Marketing</i> , 1998, 15, 3-21.	8.2	369
7	Are Entrepreneurial Cognitions Universal? Assessing Entrepreneurial Cognitions across Cultures. <i>Entrepreneurship Theory and Practice</i> , 2002, 26, 9-32.	10.2	287
8	Team Selling Effectiveness:. <i>Journal of Business-to-Business Marketing</i> , 1993, 1, 3-32.	1.5	214
9	Toward a sustainable conceptualization of dependent variables in entrepreneurship research. <i>Business Strategy and the Environment</i> , 2008, 17, 107-119.	14.3	201
10	Embracing digital networks: Entrepreneurs' social capital online. <i>Journal of Business Venturing</i> , 2017, 32, 18-34.	6.3	174
11	The Distinctive and Inclusive Domain of Entrepreneurial Cognition Research. <i>Entrepreneurship Theory and Practice</i> , 2004, 28, 505-518.	10.2	163
12	Inside opportunity formation: enterprise failure, cognition, and the creation of opportunities. <i>Strategic Entrepreneurship Journal</i> , 2008, 2, 225-242.	4.4	96
13	Entrepreneurial Scripts and the New Transaction Commitment Mindset: Extending the Expert Information Processing Theory Approach to Entrepreneurial Cognition Research. <i>Entrepreneurship Theory and Practice</i> , 2009, 33, 815-844.	10.2	69
14	Uncertainty orientation: Explaining differences in purchase involvement and external search. <i>Psychology and Marketing</i> , 1994, 11, 587-607.	8.2	59
15	Selling alliances: Issues and insights. <i>Industrial Marketing Management</i> , 1997, 26, 149-161.	6.7	46
16	Comparative Entrepreneurial Cognitions and Lagging Russian New Venture Formation: A Tale of Two Countries*. <i>Journal of Small Business Management</i> , 2008, 46, 512-535.	4.8	37
17	Founders' uses of digital networks for resource acquisition: Extending network theory online. <i>Journal of Business Research</i> , 2021, 125, 466-482.	10.2	17
18	Understanding micro-level resilience enactment of everyday entrepreneurs under threat. <i>Journal of Small Business Management</i> , 2022, 60, 1202-1245.	4.8	13

#	ARTICLE	IF	CITATIONS
19	A Comparison of Aggregation Approaches for Second-Order Data. <i>Industrial Marketing Management</i> , 1999, 28, 277-292.	6.7	11
20	Relationship Prioritization for Technology Commercialization. <i>Journal of Marketing Theory and Practice</i> , 2003, 11, 59-70.	4.3	8
21	Further exploring international entrepreneurial cognitions: The case of the Middle-East. <i>Journal of Business Venturing Insights</i> , 2019, 11, e00112.	3.4	7
22	The Differential Impact of Entrepreneurship Education on the Entrepreneurial Intentions of Segments of Students. <i>Entrepreneurship Education and Pedagogy</i> , 2021, 4, 718-739.	2.3	6