

Geoffrey N Soutar

List of Publications by Year in descending order

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Version: 2024-02-01

194
papers

14,809
citations

46918

47
h-index

20900

115
g-index

201
all docs

201
docs citations

201
times ranked

8658
citing authors

#	ARTICLE	IF	CITATIONS
1	Consumer perceived value: The development of a multiple item scale. <i>Journal of Retailing</i> , 2001, 77, 203-220.	4.0	4,023
2	The role of perceived risk in the quality-value relationship: A study in a retail environment. <i>Journal of Retailing</i> , 1999, 75, 77-105.	4.0	1,166
3	“Push” and “pull” factors influencing international student destination choice. <i>International Journal of Educational Management</i> , 2002, 16, 82-90.	0.9	769
4	VALUE, SATISFACTION AND BEHAVIORAL INTENTIONS IN AN ADVENTURE TOURISM CONTEXT. <i>Annals of Tourism Research</i> , 2009, 36, 413-438.	3.7	603
5	Risk, uncertainty and the theory of planned behavior: A tourism example. <i>Tourism Management</i> , 2010, 31, 797-805.	5.8	558
6	Factors influencing word of mouth effectiveness: receiver perspectives. <i>European Journal of Marketing</i> , 2008, 42, 344-364.	1.7	316
7	Students’ preferences for university: a conjoint analysis. <i>International Journal of Educational Management</i> , 2002, 16, 40-45.	0.9	307
8	The structure of intraindividual value change.. <i>Journal of Personality and Social Psychology</i> , 2009, 97, 913-929.	2.6	261
9	Conceptualizing word-of-mouth activity, triggers and conditions: an exploratory study. <i>European Journal of Marketing</i> , 2007, 41, 1475-1494.	1.7	252
10	Retail service quality and perceived value. <i>Journal of Retailing and Consumer Services</i> , 1997, 4, 39-48.	5.3	234
11	Tourists’ intention to visit a country: The impact of cultural distance. <i>Tourism Management</i> , 2007, 28, 1497-1506.	5.8	225
12	Cognitive dissonance after purchase: A multidimensional scale. <i>Psychology and Marketing</i> , 2000, 17, 369-385.	4.6	203
13	Self-determination theory and consumer behavioural change: Evidence from a household energy-saving behaviour study. <i>Journal of Environmental Psychology</i> , 2013, 35, 59-66.	2.3	195
14	Word of mouth: measuring the power of individual messages. <i>European Journal of Marketing</i> , 2012, 46, 237-257.	1.7	188
15	The Best “Worst” Scaling Approach: An Alternative to Schwartz’s Values Survey. <i>Journal of Personality Assessment</i> , 2008, 90, 335-347.	1.3	179
16	Influencer Endorsements: How Advertising Disclosure and Source Credibility Affect Consumer Purchase Intention on Social Media. <i>Australasian Marketing Journal</i> , 2020, 28, 160-170.	3.5	167
17	Are Hofstede’s and Schwartz’s value frameworks congruent?. <i>International Marketing Review</i> , 2007, 24, 164-180.	2.2	161
18	Factors enhancing word-of-mouth influence: positive and negative service-related messages. <i>European Journal of Marketing</i> , 2014, 48, 336-359.	1.7	155

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19	Reconceptualizing professional service firm innovation capability: Scale development. <i>Industrial Marketing Management</i> , 2011, 40, 1264-1273.	3.7	153
20	What individual investors value: Some Australian evidence. <i>Journal of Economic Psychology</i> , 2004, 25, 539-555.	1.1	130
21	Measuring service quality in a tertiary institution. <i>Journal of Educational Administration</i> , 1996, 34, 72-82.	0.8	126
22	Measuring values using best-worst scaling: The LOV example. <i>Psychology and Marketing</i> , 2007, 24, 1043-1058.	4.6	121
23	Measuring new product success: an empirical investigation of Australian SMEs. <i>Industrial Marketing Management</i> , 2004, 33, 117-123.	3.7	120
24	Customer engagement behavior in individualistic and collectivistic markets. <i>Journal of Business Research</i> , 2018, 86, 281-290.	5.8	107
25	New Product Development Processes in Small and Medium-Sized Enterprises: Some Australian Evidence. <i>Journal of Small Business Management</i> , 2002, 40, 27-42.	2.8	106
26	Residents' perceptions on impact of the America's Cup. <i>Annals of Tourism Research</i> , 1993, 20, 571-582.	3.7	102
27	Energy saving behaviours: Development of a practice-based model. <i>Energy Policy</i> , 2013, 61, 371-381.	4.2	102
28	The third wave: future trends in international education. <i>International Journal of Educational Management</i> , 2003, 17, 90-99.	0.9	99
29	Tourists' information search: the differential impact of risk and uncertainty avoidance. <i>International Journal of Tourism Research</i> , 2010, 12, 321-333.	2.1	99
30	Identifying influencers on social media. <i>International Journal of Information Management</i> , 2021, 56, 102246.	10.5	94
31	Modelling CRM in a Social Media Age. <i>Australasian Marketing Journal</i> , 2015, 23, 27-37.	3.5	87
32	Are There Cognitive Dissonance Segments?. <i>Australian Journal of Management</i> , 2003, 28, 227-249.	1.2	85
33	The Effect of Global Company Animosity on Global Brand Attitudes in Emerging and Developed Markets: Does Perceived Value Matter?. <i>Journal of International Marketing</i> , 2013, 21, 17-38.	2.5	85
34	The impact of the work environment on ethical decision making: Some Australian evidence. <i>Journal of Business Ethics</i> , 1994, 13, 327-339.	3.7	84
35	Sustainable competitive advantage for educational institutions: a suggested model. <i>International Journal of Educational Management</i> , 1999, 13, 287-300.	0.9	84
36	Linking social media to customer relationship management (CRM): a qualitative study on SMEs. <i>Journal of Small Business and Entrepreneurship</i> , 2018, 30, 193-214.	3.0	84

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37	The big five, emotional exhaustion and citizenship behaviors in service settings: The mediating role of emotional labor. <i>Personality and Individual Differences</i> , 2011, 50, 43-48.	1.6	74
38	Strategic planning in growth oriented small firms. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2009, 15, 320-345.	2.3	67
39	Tackling social media data analysis. <i>Qualitative Market Research</i> , 2019, 22, 94-113.	1.0	63
40	Self-Determination Theory and Word of Mouth about Energy-Saving Behaviors: An Online Experiment. <i>Psychology and Marketing</i> , 2014, 31, 698-716.	4.6	62
41	Experiences, post-trip destination image, satisfaction and loyalty: A study in an ecotourism context. <i>Journal of Destination Marketing & Management</i> , 2021, 19, 100547.	3.4	61
42	Close to the "edge": Critical issues for adventure tourism operators. <i>Asia Pacific Journal of Tourism Research</i> , 2005, 10, 247-261.	1.8	57
43	Revisiting the global market for higher education. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2012, 24, 717-737.	1.8	57
44	Combined effects of incentives and barriers on firms' export decisions. <i>International Business Review</i> , 1996, 5, 53-65.	2.6	56
45	Individual Investor Preferences: A Segmentation Analysis. <i>Journal of Behavioral Finance</i> , 2005, 6, 6-14.	0.8	56
46	Perceptions of Marketing Journals by Senior Academics in Australia and New Zealand. <i>Australasian Marketing Journal</i> , 2004, 12, 51-61.	3.5	55
47	Testing and Extending Schwartz Refined Value Theory Using a Best-Worst Scaling Approach. <i>Assessment</i> , 2019, 26, 166-180.	1.9	55
48	Epilogue to the Special Issue and reflections on the future of engagement research. <i>Journal of Marketing Management</i> , 2016, 32, 586-594.	1.2	54
49	The influence of negative publicity on brand equity: attribution, image, attitude and purchase intention. <i>Journal of Product and Brand Management</i> , 2018, 27, 440-451.	2.6	52
50	CAPTURING AND CO-CREATING STUDENT EXPERIENCES IN SOCIAL MEDIA: A SOCIAL IDENTITY THEORY PERSPECTIVE. <i>Journal of Marketing Theory and Practice</i> , 2018, 26, 55-71.	2.6	51
51	Schwartz Values Clusters in the United States and China. <i>Journal of Cross-Cultural Psychology</i> , 2011, 42, 234-252.	1.0	49
52	The Antecedents and Consequences of Value Co-Creation Behaviors in a Hotel Setting: A Two-Country Study. <i>Cornell Hospitality Quarterly</i> , 2020, 61, 353-368.	2.2	48
53	Ownership patterns for durable goods and financial assets: a Rasch analysis. <i>Applied Economics</i> , 1997, 29, 903-911.	1.2	46
54	Integrating social issues and customer engagement to drive loyalty in a service organisation. <i>Journal of Services Marketing</i> , 2015, 29, 547-559.	1.7	46

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55	Young Australian consumersâ€™ preferences for fashion apparel attributes. <i>Journal of Fashion Marketing and Management</i> , 2012, 16, 275-289.	1.5	45
56	Customer engagement in CSR: a utility theory model with moderating variables. <i>Journal of Service Theory and Practice</i> , 2017, 27, 833-853.	1.9	45
57	The marketing practicesâ€™ performance relationship in professional service firms. <i>Journal of Service Management</i> , 2011, 22, 292-316.	4.4	42
58	How professional service firms compete in the market: an exploratory study. <i>Journal of Marketing Management</i> , 2010, 26, 28-55.	1.2	41
59	The problem-solving service worker: Appraisal mechanisms and positive affective experiences during customer interactions. <i>Human Relations</i> , 2012, 65, 1179-1206.	3.8	41
60	Factors affecting investment intentions: A consumer behaviour perspective. <i>Journal of Financial Services Marketing</i> , 2013, 18, 301-315.	2.2	41
61	Coefficient Beta and Hierarchical Item Clustering. <i>Organizational Research Methods</i> , 2006, 9, 78-98.	5.6	40
62	Personal values and the theory of planned behaviour: A study of values and holiday trade-offs in young adults. <i>Tourism Management</i> , 2017, 62, 107-109.	5.8	40
63	Conflictâ€™handling style measurement: a bestâ€™worst scaling application. <i>International Journal of Conflict Management</i> , 2010, 21, 281-308.	1.0	39
64	Value drivers and adventure tourism. <i>Journal of Service Theory and Practice</i> , 2017, 27, 102-122.	1.9	39
65	Consumer Acquisition Patterns for Durable Goods: Australian Evidence. <i>Journal of Consumer Research</i> , 1982, 8, 456.	3.5	38
66	Critical Success Factors in the Marketing of an Educational Institution: A Comparison of Institutional and Student Perspectives. <i>Journal of Marketing for Higher Education</i> , 2001, 10, 39-57.	2.3	37
67	The member wears Four Hats: A member identification framework for co-operative enterprises. <i>Journal of Co-operative Organization and Management</i> , 2018, 6, 20-33.	0.9	36
68	Cruising through a pandemic: The impact of COVID-19 on intentions to cruise. <i>Transportation Research Interdisciplinary Perspectives</i> , 2021, 9, 100328.	1.6	36
69	The validation of a use innovativeness scale. <i>European Journal of Innovation Management</i> , 2005, 8, 471-481.	2.4	35
70	Australian and Japanese Value Stereotypes: A two Country Study. <i>Journal of International Business Studies</i> , 1999, 30, 203-216.	4.6	34
71	Online and offâ€™line travel packages preferences: a conjoint analysis. <i>International Journal of Tourism Research</i> , 2009, 11, 31-40.	2.1	34
72	Tourists' strategies: An acculturation approach. <i>Tourism Management</i> , 2014, 40, 311-320.	5.8	34

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73	Australian educational institutions' international markets. <i>International Journal of Educational Management</i> , 2008, 22, 229-238.	0.9	33
74	Modelling the faddish, fashionable and efficient diffusion of agricultural technologies: A case study of the diffusion of wool testing technology in Australia. <i>Technological Forecasting and Social Change</i> , 2011, 78, 468-480.	6.2	31
75	Strategy matters: strategic positioning and performance in the education services sector. <i>International Journal of Nonprofit and Voluntary Sector Marketing</i> , 2008, 13, 141-151.	0.5	30
76	NAVIGATING ONLINE BRAND ADVOCACY (OBA): AN EXPLORATORY ANALYSIS. <i>Journal of Marketing Theory and Practice</i> , 2018, 26, 99-116.	2.6	30
77	Export instability and concentration in the less developed countries. <i>Journal of Development Economics</i> , 1977, 4, 279-297.	2.1	28
78	Moderators of the brand image/perceived product quality relationship. <i>Journal of Brand Management</i> , 2000, 7, 425-433.	2.0	28
79	Word of mouth antecedents in an educational context: a Singaporean study. <i>International Journal of Educational Management</i> , 2012, 26, 678-695.	0.9	28
80	Delivering good service: personal resources, job satisfaction and nursesâ€™ customerâ€™ (patient) orientation. <i>Journal of Advanced Nursing</i> , 2014, 70, 1553-1563.	1.5	27
81	Online brand advocacy and brand loyalty: a reciprocal relationship?. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2021, 33, 1977-1993.	1.8	27
82	The selection of international retail franchisees in East Asia. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2007, 19, 380-397.	1.8	25
83	Customer value cocreation activities. <i>Journal of Service Theory and Practice</i> , 2019, 29, 282-308.	1.9	25
84	A management perspective on business ethics. <i>Journal of Business Ethics</i> , 1995, 14, 603-611.	3.7	24
85	Fuzzy Logic for Social Simulation Using NetLogo. <i>Jasss</i> , 2015, 18, .	1.0	24
86	Life Style and Television Viewing Behaviour in Perth, Western Australia. <i>Australian Journal of Management</i> , 1981, 6, 109-124.	1.2	23
87	Stress and the Police Officer: Some West Australian Evidence. <i>The Police Journal: A Quarterly Review for the Police Forces of the Commonwealth and English-speaking World</i> , 1993, 66, 277-290.	1.1	22
88	Agency-client chemistry: demographic and psychographic influences. <i>International Journal of Advertising</i> , 2001, 20, 169-187.	4.2	22
89	Journal Quality: A Google Scholar Analysis. <i>Australasian Marketing Journal</i> , 2009, 17, 150-153.	3.5	22
90	The Influence Personality and Leader Behaviours have on Teacher Self-leadership in Vocational Colleges. <i>Educational Management Administration and Leadership</i> , 2012, 40, 707-723.	2.2	21

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91	Exploring wool apparel consumers'™ ethical concerns and preferences. <i>Journal of Fashion Marketing and Management</i> , 2014, 18, 169-186.	1.5	19
92	International students'™ university preferences: how different are Malaysian and Chinese students?. <i>International Journal of Educational Management</i> , 2016, 30, 197-210.	0.9	19
93	Effects of country and delivery mode on perceived risk in international higher education. <i>Journal of Marketing for Higher Education</i> , 2015, 25, 171-203.	2.3	18
94	Using blueprinting and benchmarking to identify marketing resources that help co-create customer value. <i>Journal of Business Research</i> , 2016, 69, 5653-5661.	5.8	18
95	Examining business students' career preferences: A perceptual space approach. <i>Journal of Vocational Behavior</i> , 1983, 23, 11-21.	1.9	17
96	Is Schwartz'™s Value Survey an Interval Scale, and Does It Really Matter?. <i>Journal of Cross-Cultural Psychology</i> , 2010, 41, 76-86.	1.0	17
97	Drivers and relationship benefits of customer willingness to engage in CSR initiatives. <i>Journal of Service Theory and Practice</i> , 2020, 30, 5-29.	1.9	17
98	Collecting Information from Groups: A Comparison of Two Methods. <i>International Journal of Market Research</i> , 1997, 39, 1-14.	0.7	16
99	Professional Service Firms are Relationship Marketers: But Does Size Matter?. <i>Australasian Marketing Journal</i> , 2008, 16, 30-47.	3.5	16
100	Low-tech vs high-tech entrepreneurship: A study in France and Australia. <i>Journal of Innovation Economics and Management</i> , 2014, n°14, 121-141.	0.6	16
101	Preferences for training options: A conjoint analysis. <i>Human Resource Development Quarterly</i> , 2009, 20, 307-330.	2.1	15
102	Member loyalty and WOM in co-operative and mutual enterprises. <i>Journal of Services Marketing</i> , 2019, 33, 303-315.	1.7	15
103	The strategic co-creation of content and student experiences in social media. <i>Qualitative Market Research</i> , 2019, 22, 50-69.	1.0	15
104	Supervisory Factors Affecting Job Satisfaction in Public Accounting Firms. <i>Australian Accounting Review</i> , 2000, 10, 65-72.	2.5	14
105	Resource adequacy in new product development: a discriminant analysis. <i>European Journal of Innovation Management</i> , 2001, 4, 53-59.	2.4	14
106	COVID-19'™s impact on the perceived risk of ocean cruising: A best-worst scaling study of Australian consumers. <i>Tourism Economics</i> , 2022, 28, 248-271.	2.6	14
107	The measurement of shop'™floor job satisfaction: The convergent and discriminant validity of the Worker Opinion Survey. <i>Journal of Occupational Psychology</i> , 1982, 55, 27-33.	1.5	13
108	Service Quality and The Overseas' Student: Some Australian Experiences. <i>Asia Pacific Journal of Marketing and Logistics</i> , 1994, 6, 28-40.	1.8	13

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109	Do retail stockbrokers understand clients' investment preferences?. <i>Journal of Financial Services Marketing</i> , 2008, 13, 135-149.	2.2	13
110	Making sense of consumers's wool apparel preferences. <i>Journal of the Textile Institute</i> , 2012, 103, 405-415.	1.0	13
111	Research Performance of Marketing Academics and Departments: An International Comparison. <i>Australasian Marketing Journal</i> , 2015, 23, 155-161.	3.5	13
112	A netnography of a university's social media brand community: Exploring collaborative co-creation tactics. <i>Journal of Global Scholars of Marketing Science</i> , 2017, 27, 148-164.	1.4	13
113	Organizational Commitment and the West Australian Police Force. <i>The Police Journal: A Quarterly Review for the Police Forces of the Commonwealth and English-speaking World</i> , 1991, 64, 168-177.	1.1	12
114	Exploring consumer beliefs about wool apparel in the USA and Australia. <i>Journal of the Textile Institute</i> , 2012, 103, 40-47.	1.0	12
115	Antecedents to Consumer Peer Communication through Social Advertising: A Self-Disclosure Theory Perspective. <i>Journal of Interactive Advertising</i> , 2018, 18, 55-71.	3.0	12
116	Enhancing member-institution relationships through social media: The role of other-user engagement behavior and similarity perceptions. <i>Journal of Business Research</i> , 2020, 121, 642-654.	5.8	12
117	Financial instruments and equity structures for raising capital in co-operatives. <i>Journal of Accounting and Organizational Change</i> , 2016, 12, 50-74.	1.1	11
118	ORGANISATIONAL FACTORS, ANTICIPATED RENTS AND COMMERCIALISATION IN SMEs. <i>International Journal of Innovation Management</i> , 2018, 22, 1850018.	0.7	11
119	Cruise passengers's risk reduction strategies in the wake of COVID-19. <i>Asia Pacific Journal of Tourism Research</i> , 2021, 26, 1189-1206.	1.8	11
120	Ideal Decision-making Styles Indicated by Deputy Principals. <i>Journal of Educational Administration</i> , 1992, 30, .	0.8	10
121	Service Quality in Educational Institutions: A Foreign Student View. <i>Journal of Marketing for Higher Education</i> , 1996, 7, 85-94.	2.3	10
122	Borderless education: some implications for management. <i>International Journal of Educational Management</i> , 2005, 19, 428-436.	0.9	10
123	The impact of a short self-management training intervention in a retail banking environment. <i>Human Resource Development Quarterly</i> , 2007, 18, 159-178.	2.1	10
124	Patrons' intentions to continue using a recreation centre: a suggested model. <i>Managing Leisure</i> , 2009, 14, 177-194.	0.7	10
125	Two-way acculturation in social media: The role of institutional efforts. <i>Technological Forecasting and Social Change</i> , 2019, 145, 532-542.	6.2	10
126	Personifying Destinations: A Personal Values Approach. <i>Journal of Travel Research</i> , 2020, 59, 1168-1185.	5.8	10

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127	Why do SMEs join Co-operatives? A comparison of SME owner-managers and Co-operative executives views. <i>Journal of Co-operative Organization and Management</i> , 2021, 9, 100128.	0.9	10
128	SUBJECTIVE EVALUATIONS FOR PRODUCT DESIGN DECISIONS. <i>Decision Sciences</i> , 1975, 6, 120-134.	3.2	9
129	Consumer Acquisition Patterns for Durable Goods: A Rasch Analysis. <i>European Journal of Marketing</i> , 1990, 24, 31-39.	1.7	9
130	A Benefit Segmentation of the Financial Planning Market. <i>International Journal of Bank Marketing</i> , 1991, 9, 25-29.	3.6	9
131	Service employees' personality, customer orientation and customer incivility. <i>International Journal of Quality and Service Sciences</i> , 2020, 12, 281-296.	1.4	9
132	Experiences and value perceptions of an ecotourism trip – an empirical study of outbound Chinese tourists. <i>Tourism Recreation Research</i> , 2021, 46, 333-344.	3.3	9
133	ANALYZING PREFERENCES FOR INVESTMENT PROJECTS: A MULTIDIMENSIONAL SCALING APPROACH. <i>Decision Sciences</i> , 1980, 11, 471-481.	3.2	8
134	Levels of Custody and Attitude Differences Among Prison Officers: A Comparative Study. <i>Australian and New Zealand Journal of Criminology</i> , 1984, 17, 87-94.	2.5	8
135	Information Search for a Professional Service. <i>Services Marketing Quarterly</i> , 1995, 11, 45-60.	0.1	8
136	The Impact of Gender and Generation on the Start-Up Goals and Satisfaction of Home-Based and Commercial Enterprises. <i>Small Enterprise Research: the Journal of SEAAANZ</i> , 2005, 13, 72-80.	1.1	8
137	ON-FARM INNOVATION IN THE AUSTRALIAN WOOL INDUSTRY: A SENSEMAKING PERSPECTIVE. <i>Experimental Agriculture</i> , 2009, 45, 295-312.	0.4	8
138	Entrepreneurship, values, and Muslim values: some insights from Minangkabau entrepreneurs. <i>International Journal of Social Entrepreneurship and Innovation</i> , 2013, 2, 361.	0.0	8
139	Australia's Leading Co-Operative and Mutual Enterprises in 2014. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
140	Personal values and SME innovation in a Muslim ethnic group in Indonesia. <i>Journal of Entrepreneurship in Emerging Economies</i> , 2021, 13, 1012-1032.	1.5	8
141	Connecting tourism experience and environmental learning. <i>Current Issues in Tourism</i> , 2021, 24, 1792-1797.	4.6	8
142	Prison Officers' Work Attitudes: The Influence of Background and Work Experience. <i>Australian and New Zealand Journal of Criminology</i> , 1985, 18, 17-24.	2.5	7
143	Looking at Behavioral Innovativeness. <i>Journal of Organizational and End User Computing</i> , 2008, 20, 1-22.	1.6	7
144	Best-worst scaling: an alternative to ratings data. , 0, , 177-188.		7

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145	Emotion regulation in service encounters: are customer displays real?. <i>Journal of Service Theory and Practice</i> , 2020, 30, 171-194.	1.9	7
146	Saving energy at home: Exploring the role of behavior regulation and habit. <i>International Journal of Consumer Studies</i> , 2022, 46, 621-635.	7.2	7
147	Exploring online destination brand advocacy. <i>Tourism Recreation Research</i> , 0, , 1-19.	3.3	7
148	What roles do SME members have in cooperatives?. <i>Journal of Co-operative Organization and Management</i> , 2022, 10, 100172.	0.9	7
149	Who Should Decide? Key Areas for Participation. <i>Leadership and Organization Development Journal</i> , 1991, 12, 8-11.	1.6	6
150	Generational Differences in the Start-Up Goals and Later Satisfaction of Women Small Business Proprietors. <i>Small Enterprise Research: the Journal of SEAANZ</i> , 2004, 12, 71-80.	1.1	6
151	The effectiveness of self-management training in organisations from two culturally different countries. <i>Journal of Management Development</i> , 2009, 28, 633-646.	1.1	6
152	Biorhythms and the incidence of industrial accidents. <i>Journal of Safety Research</i> , 1983, 14, 167-172.	1.7	5
153	Means or ends? Ethical decision frameworks in the Western Australian Public Service. <i>Journal of Business Ethics</i> , 1995, 14, 629-641.	3.7	5
154	Export Barriers in the Western Australian Horticulture Industry. <i>Journal of International Food and Agribusiness Marketing</i> , 1995, 6, 53-70.	1.0	5
155	A Socio-cognitive Perspective of Industry Innovation Initiatives. <i>Prometheus</i> , 2009, 27, 251-265.	0.2	5
156	Does corporate social responsibility improve brands' responsible and active personality dimensions? An experimental investigation. <i>Journal of Product and Brand Management</i> , 2020, ahead-of-print, .	2.6	5
157	Network change processes for environmental practices. <i>Journal of Business and Industrial Marketing</i> , 2021, ahead-of-print, .	1.8	5
158	Value-facilitating simplification in marketing: A systematic review and research agenda. <i>International Journal of Management Reviews</i> , 2021, 23, 277-299.	5.2	5
159	Community Attitudes to Industrial Relations Issues in Perth, 1974-1984. <i>Journal of Industrial Relations</i> , 1985, 27, 61-67.	1.1	4
160	Looking at leaders: a conjoint analysis. <i>Leadership and Organization Development Journal</i> , 2008, 29, 461-472.	1.6	4
161	Perceived values-congruence and employees' change beliefs. <i>Journal of Management and Organization</i> , 2023, 29, 991-1009.	1.6	4
162	Australia's Leading Co-Operative and Mutual Enterprises in 2015. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4

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163	A Rasch analysis of service performance in a tourism context. <i>Journal of Business Research</i> , 2022, 139, 338-353.	5.8	4
164	Life Style and Radio Listening Patterns in Perth, Western Australia. <i>Australian Journal of Management</i> , 1983, 8, 71-81.	1.2	3
165	Corporate Objectives of Credit Unions in Western Australia. <i>International Journal of Bank Marketing</i> , 1984, 2, 58-67.	3.6	3
166	BANKING INDUSTRY EMPLOYEES AND TECHNOLOGICAL CHANGE. <i>Prometheus</i> , 1987, 5, 284-303.	0.2	3
167	Retailers' attitudes towards shoplifting and prevention devices. <i>International Review of Retail, Distribution and Consumer Research</i> , 1991, 1, 301-313.	1.3	3
168	CORPORATE INNOVATION: SOME AUSTRALIAN EXPERIENCES. <i>Prometheus</i> , 1993, 11, 200-218.	0.2	3
169	The impact of emotional reaction and cognitive role of occupational stress on public accountants' performance. <i>Asian Review of Accounting</i> , 2004, 12, 64-78.	0.9	3
170	TRAVELERS' CURRENCY CONVERSION BEHAVIORS. <i>Annals of Tourism Research</i> , 2010, 37, 265-269.	3.7	3
171	Employer and employee perspectives of HRM practices within SMEs. <i>Small Enterprise Research: the Journal of SEANZ</i> , 2021, 28, 247-268.	1.1	3
172	Using Conjoint Analysis to Determine a Compensation Package. <i>Management Research Review</i> , 1983, 6, 11-15.	0.8	2
173	The Effects of Productivity Enhancement: Some Community Views. <i>Economic and Labour Relations Review</i> , 1992, 3, 177-187.	0.9	2
174	Market research in Australian SMEs: An empirical study. <i>Small Enterprise Research: the Journal of SEANZ</i> , 2001, 9, 17-31.	1.1	2
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