

James R Brown

List of Publications by Year in descending order

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Version: 2024-02-01

40
papers

4,704
citations

304602

22
h-index

289141

40
g-index

44
all docs

44
docs citations

44
times ranked

2054
citing authors

#	ARTICLE	IF	CITATIONS
1	Interdependency, Contracting, and Relational Behavior in Marketing Channels. <i>Journal of Marketing</i> , 1996, 60, 19-38.	7.0	944
2	Interdependency, Contracting, and Relational Behavior in Marketing Channels. <i>Journal of Marketing</i> , 1996, 60, 19.	7.0	935
3	Managing Marketing Channel Opportunism: The Efficacy of Alternative Governance Mechanisms. <i>Journal of Marketing</i> , 2000, 64, 51-65.	7.0	437
4	Power and relationship commitment: their impact on marketing channel member performance. <i>Journal of Retailing</i> , 1995, 71, 363-392.	4.0	419
5	Market orientation, competitive advantage, and performance: A demand-based perspective. <i>Journal of Business Research</i> , 2009, 62, 1063-1070.	5.8	300
6	A Modified Model of Power in the Marketing Channel. <i>Journal of Marketing Research</i> , 1982, 19, 312-323.	3.0	188
7	Measures of Manifest Conflict in Distribution Channels. <i>Journal of Marketing Research</i> , 1981, 18, 263-274.	3.0	178
8	The effects of customer and competitor orientations on performance in global markets: a contingency analysis. <i>Journal of International Business Studies</i> , 2007, 38, 303-319.	4.6	157
9	The roles played by interorganizational contracts and justice in marketing channel relationships. <i>Journal of Business Research</i> , 2006, 59, 166-175.	5.8	140
10	A Modified Model of Power in the Marketing Channel. <i>Journal of Marketing Research</i> , 1982, 19, 312.	3.0	131
11	Improving Productivity in a Service Business. <i>Journal of Service Research</i> , 2000, 2, 339-354.	7.8	83
12	Importers' Benevolence toward their Foreign Export Suppliers. <i>Journal of the Academy of Marketing Science</i> , 2004, 32, 32-48.	7.2	81
13	Conflict and Satisfaction in an Industrial Channel of Distribution. <i>International Journal of Physical Distribution and Logistics Management</i> , 1991, 21, 15-26.	4.4	78
14	Scientific method and retailing research: A retrospective. <i>Journal of Retailing</i> , 2008, 84, 1-13.	4.0	69
15	Is the theory of trust and commitment in marketing relationships incomplete?. <i>Industrial Marketing Management</i> , 2019, 77, 155-169.	3.7	67
16	A meta-analytic review of the effects of organizational control in marketing exchange relationships. <i>Journal of the Academy of Marketing Science</i> , 2015, 43, 297-314.	7.2	63
17	Supply chain management and the evolution of the "Big Middle". <i>Journal of Retailing</i> , 2005, 81, 97-105.	4.0	59
18	Protecting relational assets: a pre and post field study of a horizontal business combination. <i>Journal of the Academy of Marketing Science</i> , 2011, 39, 175-197.	7.2	51

#	ARTICLE	IF	CITATIONS
19	The Theoretical Domains of Retailing Research: A Retrospective. <i>Journal of Retailing</i> , 2009, 85, 113-128.	4.0	49
20	Using influence strategies to reduce marketing channel opportunism: The moderating effect of relational norms. <i>Marketing Letters</i> , 2009, 20, 139-154.	1.9	46
21	The Effects of Transaction-Specific Investments in Marketing Channels: The Moderating Role of Relational Norms. <i>Journal of Marketing Theory and Practice</i> , 2009, 17, 317-334.	2.6	35
22	On assuming the helm of the <i>Journal of Retailing</i> . <i>Journal of Retailing</i> , 2006, 82, 273-275.	4.0	18
23	The Role of Ownership in Managing Interfirm Opportunism: A Dyadic Study. <i>Journal of Marketing Channels</i> , 2014, 21, 31-42.	0.4	18
24	Boosting the effectiveness of channel governance options. <i>European Journal of Marketing</i> , 2016, 50, 29-57.	1.7	17
25	The Crowding Out Effects of Monitoring in Franchise Relationships: The Mediating Role of Relational Solidarity. <i>Journal of Marketing Channels</i> , 2011, 18, 19-41.	0.4	16
26	The competitive structure of restaurant retailing: the impact of hedonic-utilitarian patronage motives. <i>Journal of Business Research</i> , 2020, 107, 233-244.	5.8	12
27	The Mediating Role of Communication in Interorganizational Channels. <i>Journal of Marketing Channels</i> , 2005, 13, 51-80.	0.4	11
28	Opportunism in Brand Partnerships. <i>Cornell Hospitality Quarterly</i> , 2011, 52, 377-387.	2.2	9
29	Managing Marketing Relationships. <i>The Cornell Hotel and Restaurant Administration Quarterly</i> , 2000, 41, 10-20.	1.1	8
30	A Taxonomy of Monitoring in Business-to-Business Relationships. <i>Journal of Marketing Theory and Practice</i> , 2013, 21, 123-140.	2.6	8
31	Process and output control in marketing channels: toward understanding their heterogeneous effects. <i>Journal of Business and Industrial Marketing</i> , 2019, 34, 735-753.	1.8	8
32	A <i>Journal of Retailing</i> Retrospective Based on ISI Web of Knowledge. <i>Journal of Retailing</i> , 2009, 85, 527-531.	4.0	6
33	The Measurement of Influence Strategies in Distribution Channels. <i>Journal of Marketing Channels</i> , 2000, 7, 83-108.	0.4	5
34	Relationship satisfaction: An overlooked marketing channel safeguard. <i>Industrial Marketing Management</i> , 2020, 87, 171-180.	3.7	4
35	The <i>Journal of Retailing</i> 2006â€“2011: A Nostalgic Retrospective. <i>Journal of Retailing</i> , 2011, 87, 419-426.	4.0	3
36	The Contingency Effects of Supplier Influence Strategies and Their Implications for Retailer Cooperation. <i>Journal of Marketing Channels</i> , 2006, 14, 23-48.	0.4	2

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37	Commentary: Relative Presence of Business-to-Business Research in Retailing Literature. Journal of Business-to-Business Marketing, 2009, 16, 31-39.	0.8	2
38	Chronicling the Saga of 25 Years of International Society of Franchising. Journal of Small Business Management, 2012, 50, 525-538.	2.8	2
39	“A Gentle Giant: He was Taken from Us Too Young, Too Early” Journal of Retailing, 2015, 91, 371.	4.0	0
40	Robert F. Lusch: Mentor, Collaborator, and Colleague. Journal of Macromarketing, 2023, 43, 36-38.	1.7	0