

James R Brown

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

39
papers

3,844
citations

22
h-index

44
g-index

44
ext. papers

4,162
ext. citations

5.6
avg, IF

5.39
L-index

#	Paper	IF	Citations
39	Interdependency, Contracting, and Relational Behavior in Marketing Channels. <i>Journal of Marketing</i> , 1996 , 60, 19-38	11	844
38	Interdependency, Contracting, and Relational Behavior in Marketing Channels. <i>Journal of Marketing</i> , 1996 , 60, 19	11	694
37	Managing Marketing Channel Opportunism: The Efficacy of Alternative Governance Mechanisms. <i>Journal of Marketing</i> , 2000 , 64, 51-65	11	375
36	Power and relationship commitment: their impact on marketing channel member performance. <i>Journal of Retailing</i> , 1995 , 71, 363-392	6.5	356
35	Market orientation, competitive advantage, and performance: A demand-based perspective. <i>Journal of Business Research</i> , 2009 , 62, 1063-1070	8.7	219
34	A Modified Model of Power in the Marketing Channel. <i>Journal of Marketing Research</i> , 1982 , 19, 312-323	5.2	155
33	Measures of Manifest Conflict in Distribution Channels. <i>Journal of Marketing Research</i> , 1981 , 18, 263-274	5.2	147
32	A Modified Model of Power in the Marketing Channel. <i>Journal of Marketing Research</i> , 1982 , 19, 312	5.2	127
31	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	8.5	125
30	The roles played by interorganizational contracts and justice in marketing channel relationships. <i>Journal of Business Research</i> , 2006 , 59, 166-175	8.7	113
29	Improving Productivity in a Service Business: Evidence from the Hotel Industry. <i>Journal of Service Research</i> , 2000 , 2, 339-354	6	72
28	Importers' benevolence toward their foreign export suppliers. <i>Journal of the Academy of Marketing Science</i> , 2004 , 32, 32-48	12.4	68
27	Conflict and Satisfaction in an Industrial Channel of Distribution. <i>International Journal of Physical Distribution and Logistics Management</i> , 1991 , 21, 15-26	5.2	62
26	Scientific method and retailing research: A retrospective. <i>Journal of Retailing</i> , 2008 , 84, 1-13	6.5	55
25	Supply chain management and the evolution of the Big Middle. <i>Journal of Retailing</i> , 2005 , 81, 97-105	6.5	50
24	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	12.4	47
23	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	12.4	46

22	The Theoretical Domains of Retailing Research: A Retrospective. <i>Journal of Retailing</i> , 2009 , 85, 113-128	6.5	42
21	Using influence strategies to reduce marketing channel opportunism: The moderating effect of relational norms. <i>Marketing Letters</i> , 2009 , 20, 139-154	2.3	41
20	Is the theory of trust and commitment in marketing relationships incomplete?. <i>Industrial Marketing Management</i> , 2019 , 77, 155-169	6.9	35
19	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	2.2	32
18	On assuming the helm of the Journal of Retailing. <i>Journal of Retailing</i> , 2006 , 82, 273-275	6.5	15
17	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	14
16	The Role of Ownership in Managing Interfirm Opportunism: A Dyadic Study. <i>Journal of Marketing Channels</i> , 2014 , 21, 31-42	0.4	13
15	Boosting the effectiveness of channel governance options. <i>European Journal of Marketing</i> , 2016 , 50, 29-57	4.4	12
14	The Mediating Role of Communication in Interorganizational Channels. <i>Journal of Marketing Channels</i> , 2005 , 13, 51-80	0.4	8
13	Opportunism in Brand Partnerships: Effects of Coercion and Relationship Norms. <i>Cornell Hospitality Quarterly</i> , 2011 , 52, 377-387	2.2	7
12	A Taxonomy of Monitoring in Business-to-Business Relationships. <i>Journal of Marketing Theory and Practice</i> , 2013 , 21, 123-140	2.2	6
11	The competitive structure of restaurant retailing: the impact of hedonic-utilitarian patronage motives. <i>Journal of Business Research</i> , 2020 , 107, 233-244	8.7	6
10	The Measurement of Influence Strategies in Distribution Channels. <i>Journal of Marketing Channels</i> , 2000 , 7, 83-108	0.4	5
9	Managing Marketing Relationships: Making Sure Everyone Plays on the Team. <i>The Cornell Hotel and Restaurant Administration Quarterly</i> , 2000 , 41, 10-20		5
8	A Journal of Retailing Retrospective Based on ISI Web of Knowledge. <i>Journal of Retailing</i> , 2009 , 85, 527-531		4
7	Process and output control in marketing channels: toward understanding their heterogeneous effects. <i>Journal of Business and Industrial Marketing</i> , 2019 , 34, 735-753	3	3
6	Relationship satisfaction: An overlooked marketing channel safeguard. <i>Industrial Marketing Management</i> , 2020 , 87, 171-180	6.9	3
5	The Journal of Retailing 2006-2011: A Nostalgic Retrospective. <i>Journal of Retailing</i> , 2011 , 87, 419-426	6.5	3

4	Chronicling the Saga of 25 Years of International Society of Franchising. <i>Journal of Small Business Management</i> , 2012 , 50, 525-538	3	2
3	Commentary: Relative Presence of Business-to-Business Research in Retailing Literature. <i>Journal of Business-to-Business Marketing</i> , 2009 , 16, 31-39	2.3	1
2	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	1
1	Robert F. Lusch: Mentor, Collaborator, and Colleague. <i>Journal of Macromarketing</i> , 027614672110257	1.9	