

# James R Brown

## List of Publications by Year in Descending Order

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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	Relationship satisfaction: An overlooked marketing channel safeguard. <i>Industrial Marketing Management</i> , <b>2020</b> , 87, 171-180	6.9	3
38	The competitive structure of restaurant retailing: the impact of hedonic-utilitarian patronage motives. <i>Journal of Business Research</i> , <b>2020</b> , 107, 233-244	8.7	6
37	Process and output control in marketing channels: toward understanding their heterogeneous effects. <i>Journal of Business and Industrial Marketing</i> , <b>2019</b> , 34, 735-753	3	3
36	Is the theory of trust and commitment in marketing relationships incomplete?. <i>Industrial Marketing Management</i> , <b>2019</b> , 77, 155-169	6.9	35
35	Boosting the effectiveness of channel governance options. <i>European Journal of Marketing</i> , <b>2016</b> , 50, 29-57	4.4	12
34	A meta-analytic review of the effects of organizational control in marketing exchange relationships. <i>Journal of the Academy of Marketing Science</i> , <b>2015</b> , 43, 297-314	12.4	46
33	The Role of Ownership in Managing Interfirm Opportunism: A Dyadic Study. <i>Journal of Marketing Channels</i> , <b>2014</b> , 21, 31-42	0.4	13
32	A Taxonomy of Monitoring in Business-to-Business Relationships. <i>Journal of Marketing Theory and Practice</i> , <b>2013</b> , 21, 123-140	2.2	6
31	Chronicling the Saga of 25 Years of International Society of Franchising. <i>Journal of Small Business Management</i> , <b>2012</b> , 50, 525-538	3	2
30	Opportunism in Brand Partnerships: Effects of Coercion and Relationship Norms. <i>Cornell Hospitality Quarterly</i> , <b>2011</b> , 52, 377-387	2.2	7
29	The Journal of Retailing 2006-2011: A Nostalgic Retrospective. <i>Journal of Retailing</i> , <b>2011</b> , 87, 419-426	6.5	3
28	Protecting relational assets: a pre and post field study of a horizontal business combination. <i>Journal of the Academy of Marketing Science</i> , <b>2011</b> , 39, 175-197	12.4	47
27	The Crowding Out Effects of Monitoring in Franchise Relationships: The Mediating Role of Relational Solidarity. <i>Journal of Marketing Channels</i> , <b>2011</b> , 18, 19-41	0.4	14
26	Commentary: Relative Presence of Business-to-Business Research in Retailing Literature. <i>Journal of Business-to-Business Marketing</i> , <b>2009</b> , 16, 31-39	2.3	1
25	The Effects of Transaction-Specific Investments in Marketing Channels: The Moderating Role of Relational Norms. <i>Journal of Marketing Theory and Practice</i> , <b>2009</b> , 17, 317-334	2.2	32
24	The Theoretical Domains of Retailing Research: A Retrospective. <i>Journal of Retailing</i> , <b>2009</b> , 85, 113-128	6.5	42
23	A Journal of Retailing Retrospective Based on ISI Web of Knowledge. <i>Journal of Retailing</i> , <b>2009</b> , 85, 527-531		4

22	Using influence strategies to reduce marketing channel opportunism: The moderating effect of relational norms. <i>Marketing Letters</i> , <b>2009</b> , 20, 139-154	2.3	41
21	Market orientation, competitive advantage, and performance: A demand-based perspective. <i>Journal of Business Research</i> , <b>2009</b> , 62, 1063-1070	8.7	219
20	Scientific method and retailing research: A retrospective. <i>Journal of Retailing</i> , <b>2008</b> , 84, 1-13	6.5	55
19	The effects of customer and competitor orientations on performance in global markets: a contingency analysis. <i>Journal of International Business Studies</i> , <b>2007</b> , 38, 303-319	8.5	125
18	On assuming the helm of the Journal of Retailing. <i>Journal of Retailing</i> , <b>2006</b> , 82, 273-275	6.5	15
17	The Contingency Effects of Supplier Influence Strategies and Their Implications for Retailer Cooperation. <i>Journal of Marketing Channels</i> , <b>2006</b> , 14, 23-48	0.4	1
16	The roles played by interorganizational contracts and justice in marketing channel relationships. <i>Journal of Business Research</i> , <b>2006</b> , 59, 166-175	8.7	113
15	Supply chain management and the evolution of the Big Middle. <i>Journal of Retailing</i> , <b>2005</b> , 81, 97-105	6.5	50
14	The Mediating Role of Communication in Interorganizational Channels. <i>Journal of Marketing Channels</i> , <b>2005</b> , 13, 51-80	0.4	8
13	Importers' benevolence toward their foreign export suppliers. <i>Journal of the Academy of Marketing Science</i> , <b>2004</b> , 32, 32-48	12.4	68
12	The Measurement of Influence Strategies in Distribution Channels. <i>Journal of Marketing Channels</i> , <b>2000</b> , 7, 83-108	0.4	5
11	Managing Marketing Channel Opportunism: The Efficacy of Alternative Governance Mechanisms. <i>Journal of Marketing</i> , <b>2000</b> , 64, 51-65	11	375
10	Managing Marketing Relationships: Making Sure Everyone Plays on the Team. <i>The Cornell Hotel and Restaurant Administration Quarterly</i> , <b>2000</b> , 41, 10-20		5
9	Improving Productivity in a Service Business: Evidence from the Hotel Industry. <i>Journal of Service Research</i> , <b>2000</b> , 2, 339-354	6	72
8	Interdependency, Contracting, and Relational Behavior in Marketing Channels. <i>Journal of Marketing</i> , <b>1996</b> , 60, 19-38	11	844
7	Interdependency, Contracting, and Relational Behavior in Marketing Channels. <i>Journal of Marketing</i> , <b>1996</b> , 60, 19	11	694
6	Power and relationship commitment: their impact on marketing channel member performance. <i>Journal of Retailing</i> , <b>1995</b> , 71, 363-392	6.5	356
5	Conflict and Satisfaction in an Industrial Channel of Distribution. <i>International Journal of Physical Distribution and Logistics Management</i> , <b>1991</b> , 21, 15-26	5.2	62

- 4 A Modified Model of Power in the Marketing Channel. *Journal of Marketing Research*, **1982**, 19, 312 5.2 127
- 3 A Modified Model of Power in the Marketing Channel. *Journal of Marketing Research*, **1982**, 19, 312-323 5.2 155
- 2 Measures of Manifest Conflict in Distribution Channels. *Journal of Marketing Research*, **1981**, 18, 263-274 5.2 147
- 1 Robert F. Lusch: Mentor, Collaborator, and Colleague. *Journal of Macromarketing*, 027614672110257 1.9