

# Ellen Bolman Pullins

## List of Publications by Year in descending order

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27  
papers

1,177  
citations

567281

15  
h-index

580821

25  
g-index

27  
all docs

27  
docs citations

27  
times ranked

771  
citing authors

#	ARTICLE	IF	CITATIONS
1	Salespersonâ€™s perceived personal identification with supervisor and the relationship with turnover intention and performance: a mediated motivation model. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 243-264.	2.8	9
2	Tell me more: how salespeople encourage customer disclosure. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 717-728.	3.0	4
3	The integrated use of social media, digital, and traditional communication tools in the B2B sales process of international SMEs. <i>International Business Review</i> , 2021, 30, 101776.	4.8	52
4	Decision-making in salespersonâ€™customer interaction. <i>Pragmatics and Beyond New Series</i> , 2021, , 163-181.	0.5	0
5	Dual foci of identification: the role of salesperson brand and organizational identification in driving brand performance. <i>Journal of Product and Brand Management</i> , 2021, 30, 866-882.	4.3	7
6	The dark side of sales technologies: how technostress affects sales professionals. <i>Journal of Organizational Effectiveness</i> , 2020, 7, 297-320.	2.3	15
7	Sales management, education, and scholarship across cultures: early findings from a global study and an agenda for future research. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 198-212.	2.8	10
8	Fostering collaborative mind-sets among customers: a transformative learning approach. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 42-59.	2.8	5
9	The role of salesperson brand selling confidence in enhancing important sales management outcomes: a social identity approach. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 277-290.	3.0	12
10	Rapport building in authentic B2B sales interaction. <i>Industrial Marketing Management</i> , 2018, 69, 235-252.	6.7	69
11	Mobile social networking and salesperson maladaptive dependence behaviors. <i>Computers in Human Behavior</i> , 2018, 81, 235-249.	8.5	13
12	Sales scholarship: honoring the past and defining the future (Key takeaways from the 2018 American) <i>Journal of Personal Selling and Sales Management</i> , 2018, 38, 413-421.	2.8	12
13	An Investigation of the Theory Practice Gap in Professional Sales. <i>Journal of Marketing Theory and Practice</i> , 2017, 25, 17-38.	4.3	21
14	A New Perspective of Salesperson Motivation and Salesforce Outcomes: The Mediating Role of Salesperson-Brand Identification. <i>Journal of Marketing Theory and Practice</i> , 2017, 25, 357-374.	4.3	18
15	Technostress: negative effect on performance and possible mitigations. <i>Information Systems Journal</i> , 2015, 25, 103-132.	6.9	334
16	Antecedents and consequences of salesperson identification with the brand and company. <i>Journal of Personal Selling and Sales Management</i> , 2014, 34, 3-18.	2.8	28
17	Examining impacts of technostress on the professional salesperson's behavioural performance. <i>Journal of Personal Selling and Sales Management</i> , 2014, 34, 51-69.	2.8	74
18	How salespeople deal with intergenerational relationship selling. <i>Journal of Business and Industrial Marketing</i> , 2011, 26, 443-455.	3.0	12

#	ARTICLE	IF	CITATIONS
19	Internationalizing Sales Research: Current Status, Opportunities, and Challenges. <i>Journal of Personal Selling and Sales Management</i> , 2011, 31, 219-242.	2.8	45
20	The moderating effect of control systems on the relationship between commission and salesperson intrinsic motivation in a customer oriented environment. <i>Industrial Marketing Management</i> , 2009, 38, 769-777.	6.7	63
21	Sales force technology usage—reasons, barriers, and support: An exploratory investigation. <i>Industrial Marketing Management</i> , 2005, 34, 389-398.	6.7	89
22	Gender Issues in Buyer-Seller Relationships: Does Gender Matter in Purchasing?. <i>Journal of Supply Chain Management</i> , 2004, 40, 40-48.	10.2	23
23	Designing Loyalty-Building Programs for Packaged Goods Brands. <i>Journal of Marketing Research</i> , 2002, 39, 202-213.	4.8	153
24	The impact of purchase situation on salesperson communication behaviors in business markets. <i>Industrial Marketing Management</i> , 2002, 31, 205-213.	6.7	35
25	An Exploratory Investigation of the Relationship of Sales Force Compensation and Intrinsic Motivation. <i>Industrial Marketing Management</i> , 2001, 30, 403-413.	6.7	40
26	Identifying Peer Mentors in the Sales Force: An Exploratory Investigation of Willingness and Ability. <i>Journal of the Academy of Marketing Science</i> , 1996, 24, 125-136.	11.2	30
27	Advocates and adversaries: examining the role of supplier advocacy on customer reacquisition. <i>Journal of Personal Selling and Sales Management</i> , 0, , 1-14.	2.8	4