

Joseph P Coughlan

List of Publications by Year in descending order

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Version: 2024-02-01

22
papers

691
citations

840776

11
h-index

839539

18
g-index

22
all docs

22
docs citations

22
times ranked

625
citing authors

#	ARTICLE	IF	CITATIONS
1	Social media and luxury: A systematic literature review. <i>International Journal of Management Reviews</i> , 2022, 24, 99-129.	8.3	35
2	Extending alliance management capability in individual alliances in the post-formation stage. <i>Industrial Marketing Management</i> , 2022, 102, 12-23.	6.7	11
3	Investigating the employeeâ€™customer relationship in a utilitarian context. <i>Journal of Marketing Management</i> , 2021, 37, 1287-1312.	2.3	3
4	Brent crude oil prices volatility during major crises. <i>Finance Research Letters</i> , 2020, 32, 101078.	6.7	32
5	The impact of alliance justice capability on the performance of strategic alliances in the Indian IT sector: the mediating role of inter-firm commitment. <i>Cogent Business and Management</i> , 2020, 7, 1719587.	2.9	3
6	UNDERSTANDING STRATEGIC ALLIANCE LIFE CYCLE: A 30 YEAR LITERATURE REVIEW OF LEADING MANAGEMENT JOURNALS. <i>Business: Theory and Practice</i> , 2020, 21, 519-530.	1.7	3
7	Oil Sector Spillover Effects to the Kuwait Stock Market in the Context of Uncertainty. <i>Economics, Management, and Financial Markets (discontinued)</i> , 2019, 14, 21.	5.2	4
8	Does it pay to be proactive? Testing proactiveness and the joint effect of internal and external collaboration on key account manager performance. <i>Journal of Personal Selling and Sales Management</i> , 2018, 38, 205-219.	2.8	18
9	The Leadâ€™Lag Relationship between Oil Futures and Spot Pricesâ€™A Literature Review. <i>International Journal of Financial Studies</i> , 2018, 6, 89.	2.3	6
10	Investigating the effects of shyness and sociability on customer impulse buying tendencies. <i>International Journal of Retail and Distribution Management</i> , 2016, 44, 923-939.	4.7	23
11	Measuring B2B Relationship Quality in an Online Context: Exploring the Roles of Service Quality, Power, and Loyalty. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2016, , 255-267.	0.2	0
12	Alliance Management Capability and Alliance Performance: Evidence from the Indian IT Industry. <i>Proceedings - Academy of Management</i> , 2015, 2015, 14126.	0.1	0
13	The effects of the global financial crisis on the Shanghai stock market. , 2014, , 169-188.		0
14	Technology readiness in a B2B online retail context: An examination of antecedents and outcomes. <i>Industrial Marketing Management</i> , 2013, 42, 909-918.	6.7	89
15	The servicescape as an antecedent to service quality and behavioral intentions. <i>Journal of Services Marketing</i> , 2013, 27, 271-280.	3.0	115
16	Corporate Social Responsibility and Firm Performance: A Stakeholder Approach. <i>Proceedings - Academy of Management</i> , 2013, 2013, 14466.	0.1	0
17	Developing subsidiary contribution to the MNCâ€™Subsidiary entrepreneurship and strategy creativity. <i>Journal of International Management</i> , 2010, 16, 328-339.	4.2	40
18	Including the customer in efficiency analysis. <i>International Journal of Bank Marketing</i> , 2010, 28, 136-149.	6.4	20

#	ARTICLE	IF	CITATIONS
19	Business Process Change in E-Government Projects. International Journal of Electronic Government Research, 2010, 6, 9-22.	1.1	3
20	Do different industries report Corporate Social Responsibility differently? An investigation through the lens of stakeholder theory. Journal of Marketing Communications, 2008, 14, 113-124.	4.0	241
21	Online shopping portals: an option for traditional retailers?. International Journal of Retail and Distribution Management, 2006, 34, 516-528.	4.7	12
22	Airline overbooking in the multi-class case. Journal of the Operational Research Society, 1999, 50, 1098-1103.	3.4	33