

Aric Rindfleisch

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/885148/publications.pdf>

Version: 2024-02-01

40
papers

8,022
citations

159358

30
h-index

276539

41
g-index

41
all docs

41
docs citations

41
times ranked

5364
citing authors

#	ARTICLE	IF	CITATIONS
1	Transaction Cost Analysis: Past, Present, and Future Applications. <i>Journal of Marketing</i> , 1997, 61, 30-54.	7.0	1,176
2	Materialism and Well-Being: A Conflicting Values Perspective. <i>Journal of Consumer Research</i> , 2002, 29, 348-370.	3.5	939
3	The Acquisition and Utilization of Information in New Product Alliances: A Strength-of-Ties Perspective. <i>Journal of Marketing</i> , 2001, 65, 1-18.	7.0	760
4	Cross-Sectional versus Longitudinal Survey Research: Concepts, Findings, and Guidelines. <i>Journal of Marketing Research</i> , 2008, 45, 261-279.	3.0	730
5	Marketing in the Sharing Economy. <i>Journal of Marketing</i> , 2019, 83, 5-27.	7.0	446
6	Family Structure, Materialism, and Compulsive Consumption. <i>Journal of Consumer Research</i> , 1997, 23, 312.	3.5	402
7	Do Reverse-Worded Items Confound Measures in Cross-Cultural Consumer Research? The Case of the Material Values Scale. <i>Journal of Consumer Research</i> , 2003, 30, 72-91.	3.5	392
8	Emotional Branding and the Strategic Value of the Doppelgänger Brand Image. <i>Journal of Marketing</i> , 2006, 70, 50-64.	7.0	330
9	The Safety of Objects: Materialism, Existential Insecurity, and Brand Connection. <i>Journal of Consumer Research</i> , 2009, 36, 1-16.	3.5	316
10	Does Distance Still Matter? Geographic Proximity and New Product Development. <i>Journal of Marketing</i> , 2005, 69, 44-60.	7.0	271
11	Customer Co-Creation. <i>Review of Marketing Research</i> , 2010, , 84-106.	0.2	232
12	Interfirm Cooperation and Customer Orientation. <i>Journal of Marketing Research</i> , 2003, 40, 421-436.	3.0	227
13	Working with Rivals: The Impact of Competitor Alliances on Financial Performance. <i>Journal of Marketing Research</i> , 2007, 44, 73-83.	3.0	216
14	Consumer Behavior in a Multichannel, Multimedia Retailing Environment. <i>Journal of Interactive Marketing</i> , 2010, 24, 86-95.	4.3	191
15	Television's Cultivation of Material Values. <i>Journal of Consumer Research</i> , 2005, 32, 473-479.	3.5	151
16	The Digital Revolution, 3D Printing, and Innovation as Data. <i>Journal of Product Innovation Management</i> , 2017, 34, 681-690.	5.2	149
17	Title is missing!. <i>Marketing Letters</i> , 2000, 11, 81-95.	1.9	106
18	An Online Process Model of Second-Order Cultivation Effects: How Television Cultivates Materialism and Its Consequences for Life Satisfaction. <i>Human Communication Research</i> , 2011, 37, 34-57.	1.9	103

#	ARTICLE	IF	CITATIONS
19	Business-to-Business Buying: Challenges and Opportunities. <i>Customer Needs and Solutions</i> , 2015, 2, 193-208.	0.5	95
20	Distributor Sharing of Strategic Information with Suppliers. <i>Journal of Marketing</i> , 2009, 73, 31-43.	7.0	87
21	Transaction costs, opportunism, and governance: Contextual considerations and future research opportunities. <i>Marketing Letters</i> , 2010, 21, 211-222.	1.9	72
22	Title is missing!. <i>Marketing Letters</i> , 1998, 9, 5-19.	1.9	69
23	Low-Stakes Opportunism. <i>Journal of Marketing Research</i> , 2013, 50, 216-227.	3.0	67
24	Entry mode and equity level: A multilevel examination of foreign direct investment ownership structure. <i>Strategic Management Journal</i> , 2007, 28, 857-866.	4.7	60
25	Terrifying Thoughts, Terrible Materialism? Contemplations on a Terror Management Account of Materialism and Consumer Behavior. <i>Journal of Consumer Psychology</i> , 2004, 14, 219-224.	3.2	58
26	When bad gets worse: the amplifying effect of materialism on traumatic stress and maladaptive consumption. <i>Journal of the Academy of Marketing Science</i> , 2014, 42, 90-101.	7.2	58
27	Cigarette Smoking and Perceived Risk: A Multidimensional Investigation. <i>Journal of Public Policy and Marketing</i> , 1999, 18, 159-171.	2.2	54
28	Transaction cost theory: past, present and future. <i>AMS Review</i> , 2020, 10, 85-97.	1.1	52
29	Outsourcing customer support: The role of provider customer focus. <i>Journal of Operations Management</i> , 2015, 35, 40-55.	3.3	50
30	The impact of gratitude on adolescent materialism and generosity. <i>Journal of Positive Psychology</i> , 2019, 14, 502-511.	2.6	44
31	The influence of quality cues and typicality cues on restaurant purchase intention. <i>Journal of Retailing and Consumer Services</i> , 2010, 17, 10-18.	5.3	32
32	Is brand love materialistic?. <i>Journal of Product and Brand Management</i> , 2020, 30, 467-480.	2.6	17
33	Enhancing Crowdsourcing Success: the Role of Creative and Deliberate Problem-Solving Styles. <i>Customer Needs and Solutions</i> , 2015, 2, 209-221.	0.5	15
34	The Second Digital Revolution. <i>Marketing Letters</i> , 2020, 31, 13-17.	1.9	13
35	Brand Remixing: 3D Printing the Nokia Case. <i>Review of Marketing Research</i> , 2015, , 53-81.	0.2	11
36	Innovation Research Themes for Our Changing Environment: Insights from the 2019 PDMA Doctoral Consortium. <i>Journal of Product Innovation Management</i> , 2020, 37, 126-137.	5.2	9

#	ARTICLE	IF	CITATIONS
37	Self-manufacturing via 3D Printing: Implications for Retailing Thought and Practice. Review of Marketing Research, 2019, , 167-188.	0.2	8
38	Marketing's Quest for Environmental Sustainability: Persistent Challenges and New Perspectives. Review of Marketing Research, 2016, , 29-59.	0.2	5
39	Transitioning to a Digital World. Review of Marketing Research, 2019, , 1-11.	0.2	3
40	Solving Global Crises via Desktop Manufacturing. Journal of Public Policy and Marketing, 2021, 40, 111-112.	2.2	3