

Aric Rindfleisch

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.

40
papers

6,029
citations

28
h-index

41
g-index

41
ext. papers

6,877
ext. citations

5.2
avg, IF

6.03
L-index

#	Paper	IF	Citations
40	Transaction Cost Analysis: Past, Present, and Future Applications. <i>Journal of Marketing</i> , 1997 , 61, 30-54	11	921
39	Materialism and Well-Being: A Conflicting Values Perspective. <i>Journal of Consumer Research</i> , 2002 , 29, 348-370	6.3	759
38	The Acquisition and Utilization of Information in New Product Alliances: A Strength-of-Ties Perspective. <i>Journal of Marketing</i> , 2001 , 65, 1-18	11	622
37	Cross-Sectional versus Longitudinal Survey Research: Concepts, Findings, and Guidelines. <i>Journal of Marketing Research</i> , 2008 , 45, 261-279	5.2	547
36	Family Structure, Materialism, and Compulsive Consumption. <i>Journal of Consumer Research</i> , 1997 , 23, 312	6.3	339
35	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	6.3	308
34	The Safety of Objects: Materialism, Existential Insecurity, and Brand Connection. <i>Journal of Consumer Research</i> , 2009 , 36, 1-16	6.3	242
33	Emotional Branding and the Strategic Value of the Doppelgänger Brand Image. <i>Journal of Marketing</i> , 2006 , 70, 50-64	11	234
32	Does Distance Still Matter? Geographic Proximity and New Product Development. <i>Journal of Marketing</i> , 2005 , 69, 44-60	11	214
31	Marketing in the Sharing Economy. <i>Journal of Marketing</i> , 2019 , 83, 5-27	11	206
30	Interfirm Cooperation and Customer Orientation. <i>Journal of Marketing Research</i> , 2003 , 40, 421-436	5.2	191
29	Customer Co-Creation. <i>Review of Marketing Research</i> , 2010 , 84-106	0.3	174
28	Consumer Behavior in a Multichannel, Multimedia Retailing Environment. <i>Journal of Interactive Marketing</i> , 2010 , 24, 86-95	9.8	160
27	Working with Rivals: The Impact of Competitor Alliances on Financial Performance. <i>Journal of Marketing Research</i> , 2007 , 44, 73-83	5.2	159
26	Television's Cultivation of Material Values. <i>Journal of Consumer Research</i> , 2005 , 32, 473-479	6.3	120
25	Organizational Trust and Interfirm Cooperation: An Examination of Horizontal Versus Vertical Alliances. <i>Marketing Letters</i> , 2000 , 11, 81-95	2.3	84
24	The Digital Revolution, 3D Printing, and Innovation as Data. <i>Journal of Product Innovation Management</i> , 2017 , 34, 681-690	7.1	83

23	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 ^{3.5}	3.5	82
22	Distributor Sharing of Strategic Information with Suppliers. <i>Journal of Marketing</i> , 2009 , 73, 31-43	11	61
21	Low-Stakes Opportunism. <i>Journal of Marketing Research</i> , 2013 , 50, 216-227	5.2	54
20	Transaction costs, opportunism, and governance: Contextual considerations and future research opportunities. <i>Marketing Letters</i> , 2010 , 21, 211-222	2.3	54
19	Explaining the Familiarity-Liking Relationship: Mere Exposure, Information Availability, or Social Desirability?. <i>Marketing Letters</i> , 1998 , 9, 5-19	2.3	53
18	Business-to-Business Buying: Challenges and Opportunities. <i>Customer Needs and Solutions</i> , 2015 , 2, 193-208	2.3	50
17	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	3.1	50
16	Entry mode and equity level: A multilevel examination of foreign direct investment ownership structure. <i>Strategic Management Journal</i> , 2007 , 28, 857-866	5.2	49
15	Cigarette Smoking and Perceived Risk: A Multidimensional Investigation. <i>Journal of Public Policy and Marketing</i> , 1999 , 18, 159-171	3.8	42
14	Outsourcing customer support: The role of provider customer focus. <i>Journal of Operations Management</i> , 2015 , 35, 40-55	5.2	41
13	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	12.4	32
12	The influence of quality cues and typicality cues on restaurant purchase intention. <i>Journal of Retailing and Consumer Services</i> , 2010 , 17, 10-18	8.5	26
11	The impact of gratitude on adolescent materialism and generosity. <i>Journal of Positive Psychology</i> , 2019 , 14, 502-511	3.2	24
10	Transaction cost theory: past, present and future. <i>AMS Review</i> , 2020 , 10, 85-97	3	16
9	Enhancing Crowdsourcing Success: the Role of Creative and Deliberate Problem-Solving Styles. <i>Customer Needs and Solutions</i> , 2015 , 2, 209-221	0.8	10
8	Brand Remixing: 3D Printing the Nokia Case. <i>Review of Marketing Research</i> , 2015 , 53-81	0.3	5
7	Self-manufacturing via 3D Printing: Implications for Retailing Thought and Practice. <i>Review of Marketing Research</i> , 2019 , 167-188	0.3	4
6	The Second Digital Revolution. <i>Marketing Letters</i> , 2020 , 31, 13-17	2.3	3

5	Is brand love materialistic?. <i>Journal of Product and Brand Management</i> , 2020 , 30, 467-480	4.3	3
4	Marketing's Quest for Environmental Sustainability: Persistent Challenges and New Perspectives. <i>Review of Marketing Research</i> , 2016 , 29-59	0.3	3
3	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	7.1	2
2	Transitioning to a Digital World. <i>Review of Marketing Research</i> , 2019 , 1-11	0.3	1
1	Solving Global Crises via Desktop Manufacturing. <i>Journal of Public Policy and Marketing</i> , 2021 , 40, 111-118	3.2	0