

Carlos M P Sousa

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.

57
papers

2,330
citations

24
h-index

48
g-index

59
ext. papers

2,792
ext. citations

4.5
avg, IF

5.68
L-index

#	Paper	IF	Citations
57	The determinants of export performance: A review of the research in the literature between 1998 and 2005. <i>International Journal of Management Reviews</i> , 2008 , 10, 343-374	6.4	307
56	Cultural Distance and Psychic Distance: Two Peas in a Pod?. <i>Journal of International Marketing</i> , 2006 , 14, 49-70	3.9	291
55	The Key Role of Managers' Values in Exporting: Influence on Customer Responsiveness and Export Performance. <i>Journal of International Marketing</i> , 2010 , 18, 1-19	3.9	199
54	The determinants of export performance: a review of the literature 2006-2014. <i>International Marketing Review</i> , 2016 , 33, 626-670	4.4	126
53	Empirical test of the trust-performance link in an international alliances context. <i>International Business Review</i> , 2012 , 21, 293-306	6.2	100
52	Cultural distance and psychic distance: refinements in conceptualisation and measurement. <i>Journal of Marketing Management</i> , 2008 , 24, 467-488	3.2	88
51	Global markets: does psychic distance matter?. <i>Journal of Strategic Marketing</i> , 2005 , 13, 43-59	2.7	81
50	Antecedents of international pricing adaptation and export performance. <i>Journal of World Business</i> , 2008 , 43, 307-320	6.1	80
49	Leveraging marketing capabilities into competitive advantage and export performance. <i>International Marketing Review</i> , 2015 , 32, 78-102	4.4	79
48	The PD scale: a measure of psychic distance and its impact on international marketing strategy. <i>International Marketing Review</i> , 2011 , 28, 201-222	4.4	71
47	Structural equation modelling in marketing and business research. <i>European Journal of Marketing</i> , 2013 , 47, 115-152	4.4	66
46	Exit from a Foreign Market: Do Poor Performance, Strategic Fit, Cultural Distance, and International Experience Matter?. <i>Journal of International Marketing</i> , 2015 , 23, 84-104	3.9	65
45	Psychic distance, marketing strategy and performance in export ventures of Brazilian firms. <i>Journal of Marketing Management</i> , 2009 , 25, 591-610	3.2	59
44	International Marketing Standardization. <i>Management International Review</i> , 2013 , 53, 711-739	3.2	56
43	Effects of Export Assistance and Distributor Support on the Performance of SMEs: The Case of Portuguese Export Ventures. <i>International Small Business Journal</i> , 2009 , 27, 681-701	5.5	53
42	From personal values to creativity: evidence from frontline service employees. <i>European Journal of Marketing</i> , 2011 , 45, 1029-1050	4.4	47
41	Process Innovation: Open Innovation and the Moderating Role of the Motivation to Achieve Legitimacy. <i>Journal of Product Innovation Management</i> , 2018 , 35, 27-48	7.1	42

40	Exploring the linear and quadratic effects of customer and competitor orientation on export performance. <i>International Marketing Review</i> , 2013 , 30, 440-468	4.4	35
39	Mood regulation, customer participation, and customer value creation in hospitality services. <i>International Journal of Contemporary Hospitality Management</i> , 2017 , 29, 3063-3081	7.5	31
38	Research on Export Pricing: Still Moving toward Maturity. <i>Journal of International Marketing</i> , 2011 , 19, 1-35	3.9	31
37	Price adaptation in export markets. <i>European Journal of Marketing</i> , 2009 , 43, 438-458	4.4	28
36	A review of the empirical research on export channel selection between 1979 and 2015. <i>International Business Review</i> , 2017 , 26, 303-323	6.2	27
35	Personal Values, Autonomy, and Self-efficacy: Evidence from frontline service employees. <i>International Journal of Selection and Assessment</i> , 2012 , 20, 159-170	1.8	26
34	The influence of distributor support and price adaptation on the export performance of small and medium-sized enterprises. <i>International Small Business Journal</i> , 2014 , 32, 359-385	5.5	26
33	Testing the self-selection theory in high corruption environments: evidence from African SMEs. <i>International Marketing Review</i> , 2018 , 35, 733-759	4.4	23
32	Why Poor Performance is Not Enough for a Foreign Exit: The Importance of Innovation Capability and International Experience. <i>Management International Review</i> , 2019 , 59, 465-498	3.2	22
31	Performance and business relatedness as drivers of exit decision: A study of MNCs from an emerging country. <i>Global Strategy Journal</i> , 2018 , 8, 612-634	6.3	22
30	Exploring the relationship between individual values and the customer orientation of front-line employees. <i>Journal of Marketing Management</i> , 2013 , 29, 1653-1679	3.2	20
29	Personality and the creativity of frontline service employees: linear and curvilinear effects. <i>International Journal of Human Resource Management</i> , 2018 , 29, 2580-2607	3.6	19
28	Abandoning innovation activities and performance: The moderating role of openness. <i>Research Policy</i> , 2019 , 48, 1399-1411	7.5	19
27	Control mechanisms and goal orientations: evidence from frontline service employees. <i>European Journal of Marketing</i> , 2015 , 49, 350-371	4.4	18
26	Export market re-entry: Time-out period and price/quality dynamisms. <i>Journal of World Business</i> , 2019 , 54, 154-168	6.1	18
25	The antecedents of export performance of Brazilian small and medium-sized enterprises (SMEs): The non-linear effects of customer orientation. <i>International Small Business Journal</i> , 2016 , 34, 701-727	5.5	12
24	A natural science approach to investigate cross-cultural managerial creativity. <i>International Business Review</i> , 2013 , 22, 839-855	6.2	12
23	Export experience counts: exploring its effect on product design change. <i>R and D Management</i> , 2014 , 44, 450-465	4.1	12

22	Testing for Linear and Quadratic Effects between Price Adaptation and Export Performance: The Impact of Values and Perceptions. <i>Journal of Small Business Management</i> , 2014 , 52, 501-520	3	11
21	Press release disclosures in Spain and the UK. <i>International Business Review</i> , 2010 , 19, 1-15	6.2	11
20	The Impact of Exploitation and Exploration on Export Sales Growth: The Moderating Role of Domestic and International Collaborations. <i>Journal of International Marketing</i> , 2020 , 28, 1-20	3.9	11
19	Marketing as an Investment in Shareholder Value. <i>British Journal of Management</i> , 2019 , 30, 943-965	5.6	10
18	Here We Go Again: A Case Study on Re-entering a Foreign Market. <i>British Journal of Management</i> , 2021 , 32, 416-434	5.6	10
17	Voluntary Disclosure of Press Releases and the Importance of Timing: A Comparative Study of the UK and Spain. <i>Management International Review</i> , 2014 , 54, 71-106	3.2	8
16	International marketing agility: conceptualization and research agenda. <i>International Marketing Review</i> , 2020 , 37, 261-272	4.4	8
15	Control mechanisms, management orientations, and the creativity of service employees: Symmetric and asymmetric modeling. <i>Journal of Business Research</i> , 2021 , 132, 753-764	8.7	7
14	Influence of Business Commitment to Sustainability, Perceived Value Fit, and Gender in Job Seekers' Pursuit Intentions: A Cross-Country Moderated Mediation Analysis. <i>Sustainability</i> , 2020 , 12, 4395	3.6	5
13	Personal values and the features of psychological contracts. <i>International Journal of Organizational Analysis</i> , 2019 , 27, 1111-1123	2.1	4
12	A Framework for Understanding Firms' Foreign Exit Behavior. <i>Advances in International Marketing</i> , 2015 , 223-238		4
11	Examining the determinants of interfunctional coordination and export performance: An investigation of Brazilian exporters. <i>Advances in International Marketing</i> , 2011 , 189-206		4
10	A Cultural Constructivist Analysis of the Internet's Role in the International Approximation of Markets. <i>Journal of Marketing Theory and Practice</i> , 2011 , 19, 57-80	2.2	4
9	Export activity, R&D investment, and foreign ownership: does it matter for productivity?. <i>International Marketing Review</i> , 2021 , 38, 613-639	4.4	4
8	Export Performance 2010 ,		3
7	Should globally oriented online firms be flexible with their market strategies?. <i>International Journal of Business Environment</i> , 2006 , 1, 350	1.1	3
6	The determinants of export performance: A review of the research in the literature between 1998 and 2005. <i>International Journal of Management Reviews</i> , 2009 ,	6.4	3
5	Giving a fish or teaching to fish? Exploring the effects of home-country governmental support on foreign exit decisions. <i>International Marketing Review</i> , 2020 , 37, 1181-1203	4.4	3

4	Nonlinear Effects of Dynamic Export Pricing on Export Sales: A Longitudinal Investigation. <i>Journal of International Marketing</i> , 2019 , 27, 60-78	3.9	2
3	Examining the relationship between market orientation and export performance: The moderating role of competitive intensity. <i>Advances in International Marketing</i> , 2013 , 75-102		2
2	Foreign market re-entry: A review and future research directions. <i>Journal of International Management</i> , 2021 , 27, 100848	4.4	2
1	Antecedents, Marketing Capabilities Contingencies and Performance Consequences of Innovative Imitation Orientation: A Resource Orchestration Perspective 2018 , 169-186		