Public Policy Issues in Direct-to-Consumer Advertising

Journal of Public Policy and Marketing 21, 174-193 DOI: 10.1509/jppm.21.2.174.17580

Citation Report

#	Article	IF	CITATIONS
1	Directâ€ŧo onsumer Advertising and the Demand for Cholesterolâ€Reducing Drugs. Journal of Law and Economics, 2002, 45, 673-690.	0.6	76
2	Direct-to-Consumer Advertising of Prescription Drugs: The Evidence Says No. Journal of Public Policy and Marketing, 2002, 21, 194-201.	2.2	106
3	A CONTENT ANALYSIS OF DIRECT-TO-CONSUMER (DTC) PRESCRIPTION DRUG WEB SITES. Journal of Advertising, 2003, 32, 43-56.	4.1	84
4	Where There's a Web, There's a Way: Commercial Genetic Testing and the Internet. Public Health Genomics, 2003, 6, 46-57.	0.6	58
5	What Do We Know About Direct-To-Consumer Advertising Of Prescription Drugs?. Health Affairs, 2003, 22, W3-116-W3-119.	2.5	12
6	Consumers' Reports On The Health Effects Of Direct-To-Consumer Drug Advertising. Health Affairs, 2003, 22, W3-82-W3-95.	2.5	71
7	Balancing Acts: An Analysis of Food and Drug Administration Letters about Direct-to-Consumer Advertising Violations. Journal of Public Policy and Marketing, 2003, 22, 159-169.	2.2	29
8	Consumers'Attention to the Brief Summary in Print Direct-to-Consumer Advertisements: Perceived Usefulness in Patient–Physician Discussions. Journal of Public Policy and Marketing, 2003, 22, 181-191.	2.2	41
9	The Information Utility of DTC Prescription Drug Advertising. Journalism and Mass Communication Quarterly, 2004, 81, 788-806.	1.4	39
10	Media Credibility and Informativeness of Direct-to-Consumer Prescription Drug Advertising. Health Marketing Quarterly, 2004, 21, 27-61.	0.6	49
11	Direct-to-Consumer Advertising and its Utility in Health Care Decision Making: A Consumer Perspective. Journal of Health Communication, 2004, 9, 499-513.	1.2	96
12	Physicians Report On Patient Encounters Involving Direct-To-Consumer Advertising. Health Affairs, 2004, 23, W4-219-W4-233.	2.5	90
13	The Third-Person Effect and its Influence on Behavioral Outcomes in a Product Advertising Context:. Communication Research, 2004, 31, 568-599.	3.9	82
14	How Consumers' Attitudes Toward Direct-to-Consumer Advertising of Prescription Drugs Influence Ad Effectiveness, and Consumer and Physician Behavior. Marketing Letters, 2004, 15, 201-212.	1.9	60
15	Prescription medication advertising: professional discomfort and potential patient benefits – can the two be balanced?. International Journal of Advertising, 2004, 23, 69-90.	4.2	18
16	Are Direct to Consumer Advertisments of Prescription Drugs Educational?: Comparing 1992 to 2002. Journal of Drug Education, 2005, 35, 217-232.	0.1	10
17	A model for addressing stakeholders' concerns about directâ€ŧo onsumer advertising of prescription medicines. European Journal of Marketing, 2005, 39, 1151-1165.	1.7	11
18	Brand sickness and health following major product withdrawals. Journal of Product and Brand Management, 2005, 14, 310-321.	2.6	10

#	Article	IF	CITATIONS
19	Is banning direct to consumer advertising of prescription medicine justified paternalism?. Journal of Bioethical Inquiry, 2005, 2, 69-74.	0.9	4
20	Direct-to-consumer prescription drug advertising: understanding its consequences. International Journal of Advertising, 2005, 24, 443-468.	4.2	36
21	The Prescription Pill Paradox: Nurse Practitioners' Perceptions About Direct-to-Consumer Advertising. Journal of Pharmaceutical Marketing and Management, 2005, 17, 35-60.	0.1	0
22	A Closer Look at the Concept, Historical Overview, and Value of Direct-to-Consumer Advertising of Prescription Drugs. Hospital Topics, 2005, 83, 32-36.	0.3	7
23	Directâ€toâ€consumer prescription drug advertising: a study of consumer attitudes and behavioral intentions. Journal of Consumer Marketing, 2005, 22, 369-378.	1.2	43
24	How Well Do Direct-to-Consumer (DTC) Prescription Drug Web Sites Meet FDA Guidelines and Public Policy Concerns?. Health Marketing Quarterly, 2005, 22, 45-71.	0.6	23
25	Factors Affecting Trust in On-line Prescription Drug Information and Impact of Trust on Behavior Following Exposure to DTC Advertising. Journal of Health Communication, 2005, 10, 711-731.	1.2	99
26	Health Care Knowledge and Consumer Learning. Health Marketing Quarterly, 2006, 23, 9-29.	0.6	16
27	Age Differences in How Consumers Behave Following Exposure to DTC Advertising. Health Communication, 2006, 20, 255-265.	1.8	34
28	Understanding Consumer Responses to Product Risk Information. Journal of Marketing, 2006, 70, 79-91.	7.0	67
30	Understanding Consumer Responses to Product Risk Information. Journal of Marketing, 2006, 70, 79-91.		51
		7.0	51
31	Special Issue Editors' Statement: Helping Consumers Help Themselves. Journal of Public Policy and Marketing, 2006, 25, 1-7.	7.0 2.2	45
31 32			
	Marketing, 2006, 25, 1-7. Perceived Third-Person Effects and Consumer Attitudes on Prevetting and Banning DTC Advertising.	2.2	45
32	Marketing, 2006, 25, 1-7. Perceived Third-Person Effects and Consumer Attitudes on Prevetting and Banning DTC Advertising. Journal of Consumer Affairs, 2006, 40, 90-116. Consumer Believability of Information in Direct-to-Consumer (DTC) Advertising of Prescription Drugs.	2.2 1.2	45 90
32 33	Marketing, 2006, 25, 1-7. Perceived Third-Person Effects and Consumer Attitudes on Prevetting and Banning DTC Advertising. Journal of Consumer Affairs, 2006, 40, 90-116. Consumer Believability of Information in Direct-to-Consumer (DTC) Advertising of Prescription Drugs. Journal of Business Ethics, 2006, 63, 333-343.	2.2 1.2 3.7	45 90 41
32 33 34	 Marketing, 2006, 25, 1-7. Perceived Third-Person Effects and Consumer Attitudes on Prevetting and Banning DTC Advertising. Journal of Consumer Affairs, 2006, 40, 90-116. Consumer Believability of Information in Direct-to-Consumer (DTC) Advertising of Prescription Drugs. Journal of Business Ethics, 2006, 63, 333-343. "Your Life is Waiting!â€. Journal of Communication Inquiry, 2006, 30, 163-188. Perceived Effects of Direct-to-Consumer (DTC) Prescription Drug Advertising on Self and Others: A 	2.2 1.2 3.7 0.6	45 90 41 30

#	Article	IF	CITATIONS
38	A Wonderful Life or Diarrhea and Dry Mouth? Policy Issues of Direct-to-Consumer Drug Advertising on Television. Health Communication, 2007, 22, 241-252.	1.8	55
40	Conflicts of Interest and the Physician-Patient Relationship in the Era of Direct-to-Patient Advertising. Journal of Clinical Oncology, 2007, 25, 902-905.	0.8	20
41	Directâ€ŧoâ€consumerâ€advertising of prescription medicines. Leadership in Health Services, 2007, 20, 76-84.	0.5	10
42	Does DTC Advertising Provide Information or Create Market Power? Evidence from the U.S. and New Zealand. Advances in International Marketing, 2007, , 9-30.	0.3	6
43	What does the Definition of Marketing Tell us about Ourselves?. Journal of Public Policy and Marketing, 2007, 26, 269-276.	2.2	30
44	The Effects Of Information Sources On Consumer Reactions To Direct-to-Consumer (DTC) Prescription Drug Advertising: A Consumer Socialization Approach. Journal of Advertising, 2007, 36, 107-119.	4.1	45
45	Direct-to-Consumer (DTC) Branded Drug Web Sites Risk Presentation and Implications for Public Policy. Journal of Advertising, 2007, 36, 123-135.	4.1	71
46	Presumed Influence of Direct-to-Consumer (DTC) Prescription Drug Advertising on Patients: The Physician's Perspective. Journal of Advertising, 2007, 36, 151-172.	4.1	28
47	Toward a Pragmatic Understanding of the Advertising and Public Policy Literature. Journal of Current Issues and Research in Advertising, 2007, 29, 67-80.	2.8	19
48	Consumer opinion and effectiveness of directâ€ŧo onsumer advertising. Journal of Consumer Marketing, 2007, 24, 283-293.	1.2	31
50	An Assessment of Direct-to-Consumer Advertising of Prescription Drugs. Clinical Pharmacology and Therapeutics, 2007, 82, 357-360.	2.3	9
51	THE PATIENT AS CONSUMER: THE ADVERTISING OF PHARMACEUTICALS DIRECTLY TO CONSUMERS SHOULD BE ALLOWED AND ENCOURAGED. Economic Affairs, 2007, 27, 64-72.	0.2	4
52	"Others are influenced, but not me― Older adults' perceptions of DTC prescription drug advertising effects. Journal of Aging Studies, 2007, 21, 135-151.	0.7	16
53	"Compliance―to "Concordance― A Critical View. Journal of Medical Humanities, 2007, 28, 81-96.	0.3	36
54	The Social Reality of Depression: DTC Advertising of Antidepressants and Perceptions of the Prevalence and Lifetime Risk of Depression. Journal of Business Ethics, 2008, 79, 379-393.	3.7	27
55	Strategic Maneuvering in Direct to Consumer Drug Advertising: A Study in Argumentation Theory and New Institutional Theory. Argumentation, 2008, 22, 359-371.	0.7	8
56	Ethical and practical implications of pharmaceutical directâ€toâ€consumer advertising. International Journal of Nonprofit and Voluntary Sector Marketing, 2008, 13, 73-87.	0.5	11
57	Recognizing Consumer Issues in DTC Pharmaceutical Advertising. Journal of Consumer Affairs, 2008, 42, 60-80.	1.2	52

#	Article	IF	CITATIONS
58	Consumer attitudes toward pharmaceutical directâ€toâ€consumer advertising. International Journal of Pharmaceutical and Healthcare Marketing, 2008, 2, 117-133.	0.7	27
59	Attitudes and Self-Reported Behavior of Patients, Doctors, and Pharmacists in New Zealand and Belgium Toward Direct-To-Consumer Advertising of Medication. Health Communication, 2008, 23, 45-61.	1.8	15
60	Corporate social responsibility practices in the pharmaceutical industry. Business Strategy Series, 2008, 9, 306-315.	0.4	40
61	Consumer responses towards non-prescription and prescription drug advertising in the US and Germany. International Journal of Advertising, 2008, 27, 99-131.	4.2	59
62	Operationalizing the Second-Person Effect and Its Relationship to Behavioral Outcomes of Direct-to-Consumer Advertising. American Behavioral Scientist, 2008, 52, 186-207.	2.3	0
63	Aging consumers and drug marketing: Senior citizens' views on DTC advertising, the medicare prescription drug programme and pharmaceutical retailing. Journal of Medical Marketing, 2008, 8, 221-228.	0.2	11
64	Direct-to-Consumer Marketing of Predictive Medical Genetic Tests: Assessment of Current Practices and Policy Recommendations. Journal of Public Policy and Marketing, 2008, 27, 131-148.	2.2	32
65	Smokeless Tobacco Products as a Harm-Reduction Mechanism: A Research Agenda. Journal of Public Policy and Marketing, 2008, 27, 187-196.	2.2	7
66	Seniors' Uncertainty Management of Direct-to-Consumer Prescription Drug Advertising Usefulness. Health Communication, 2009, 24, 494-503.	1.8	27
67	U.S. Pharmacy Policy: A Public Health Perspective on Safety and Cost. Social Work in Public Health, 2009, 24, 543-567.	0.7	3
68	Direct-to-Consumer Advertising Skepticism and the Use and Perceived Usefulness of Prescription Drug Information Sources. Health Marketing Quarterly, 2009, 26, 293-314.	0.6	40
69	Urban senior citizens' versus rural consumers' views of DTC advertising: A preliminary investigation. Journal of Medical Marketing, 2009, 9, 21-28.	0.2	8
70	Do Pharmaceutical Marketing Activities Raise Prices? Evidence from Five Major Therapeutic Classes. Journal of Public Policy and Marketing, 2009, 28, 146-161.	2.2	29
71	Opinion: The case for advertising pharmaceuticals direct to consumers. Future Medicinal Chemistry, 2009, 1, 587-592.	1.1	11
72	The informative and persuasive components of pharmaceutical promotion. International Journal of Advertising, 2009, 28, 313-349.	4.2	27
73	Performance appraisals and the strategic development of the professional intellect within non-profits. International Journal of Management in Education, 2009, 3, 188.	0.1	5
74	An empirical analysis of consumer's attitude towards OTC health supplements in India. International Journal of Indian Culture and Business Management, 2009, 2, 1.	0.1	3
75	Consumer perceptions of productâ€claim versus helpâ€seeking directâ€toâ€consumer advertising. International Journal of Pharmaceutical and Healthcare Marketing, 2010, 4, 232-246.	0.7	20

#	Article	IF	CITATIONS
76	Direct to consumer advertising versus disease awareness advertising: consumer perspectives from down under. Journal of Public Affairs, 2011, 11, 60-69.	1.7	7
77	Consumer Response to Drug Risk Information: The Role of Positive Affect. Journal of Marketing, 2010, 74, 31-44.	7.0	42
78	Truth or Consequences: The Perils and Protection of Off-Label Drug and Medical Device Promotion. SSRN Electronic Journal, 2010, , .	0.4	1
79	Consumer Response to Drug Risk Information:The Role of Positive Affect. Journal of Marketing, 2010, 74, 31-44.	7.0	40
80	Consumer Perceptions of Prescription Drug Websites: A Pilot Study. Health Marketing Quarterly, 2010, 27, 173-194.	0.6	12
81	Antecedents and Consequences of Attitudes toward Direct-to-Consumer Advertising of Prescription Drugs. Journal of Current Issues and Research in Advertising, 2010, 32, 59-70.	2.8	11
82	The state of public research on overâ€ŧheâ€counter drug advertising. International Journal of Pharmaceutical and Healthcare Marketing, 2010, 4, 208-231.	0.7	45
83	DTC Advertising's Programmatic Research and Its Effect on Health Communication. Health Communication, 2010, 25, 574-575.	1.8	4
84	The structure of argumentation in health product messages. Argument and Computation, 2010, 1, 179-198.	0.7	2
85	A defense of direct-to-consumer prescription drug advertising. Business Horizons, 2010, 53, 221-228.	3.4	10
86	The Changing Face of Direct-to-Consumer Print Advertising. Pharmaceutical Medicine, 2010, 24, 165-177.	1.0	10
87	An empirical investigation of the variations in directâ€toâ€consumer prescription drug advertising. International Journal of Pharmaceutical and Healthcare Marketing, 2011, 5, 248-261.	0.7	2
88	Information Accessibility and Consumers' Knowledge of Prescription Drug Benefits and Risks. Journal of Consumer Affairs, 2011, 45, 248-274.	1.2	23
89	Nonbranded or Branded Direct-to-Consumer Prescription Drug Advertising—Which is More Effective?. Health Marketing Quarterly, 2011, 28, 86-98.	0.6	14
90	Health Literacy Knowledge Among Direct-to-Consumer Pharmaceutical Advertising Professionals. Health Communication, 2011, 26, 525-533.	1.8	14
91	Profits and perspectives: advertising, social marketing, and public health. Journal of Social Marketing, 2011, 1, 240-246.	1.3	3
92	Subjective Health Literacy and Older Adults' Assessment of Direct-to-Consumer Prescription Drug Ads. Journal of Health Communication, 2011, 16, 242-255.	1.2	14
93	Mental representations of HPV in Appalachia: Gender, semantic network analysis, and knowledge gaps. Journal of Health Psychology, 2012, 17, 917-928.	1.3	13

ARTICLE IF CITATIONS Content Analysis of Television Advertising for Drugs That Switch From Prescription to 0.5 2 94 Over-the-Counter: Balancing Information and Appeals. Drug Information Journal, 2012, 46, 226-234. Direct-to-consumer advertisements for prescription drugs as an argumentative activity type. Journal 0.4 of Argumentation in Context, 2012, 1, 81-96. Consumer vulnerability in the context of direct-to-consumer prescription drug. International Journal 96 1.2 5 of Healthcare Management, 2012, 5, 108-113. An examination of humor and endorser effects on consumers' responses to directâ€toâ€consumer advertising. International Journal of Pharmaceutical and Healthcare Marketing, 2012, 6, 23-38. The impact of direct-to-consumer television and magazine advertising on antidepressant use. Journal 98 1.3 63 of Health Economics, 2012, 31, 705-718. The Impact of DTCA on the Physician-Patient Relationship: An Empirical Investigation in Jordan. International Journal of Marketing Studies, 2012, 4, . 0.2 Taking your medicine? Attitudes toward direct-to-consumer advertising (DTCA). Social Science 100 0.9 10 Journal, 2013, 50, 501-509. Effectiveness of disease awareness advertising in emerging economy: Views of health care 0.2 professionals of India. Journal of Medical Marketing, 2013, 13, 231-241. 103 Profitability of Indian Pharmaceutical Firms. Contributions To Economics, 2013, , 127-144. 0.2 0 Direct-to-Consumer Drug Advertisements and the Informed Patient: A Legal, Ethical, and Content 104 Analysis. American Business Law Journal, 2013, 50, 729-778. A review of research on directâ€toâ€consumer advertising of prescription drugs. International Journal 105 0.7 23 of Pharmaceutical and Healthcare Marketing, 2013, 7, 226-243. Direct-to-Consumer (DTC) Antidepressant Advertising and Consumer Misperceptions About the Chemical Imbalance Theory of Depression: The Moderating Role of Skepticism. Health Marketing Quarterly, 2013, 30, 362-378. The Politics and Strategy of Industry Self-Regulation: The Pharmaceutical Industry's Principles for Ethical Direct-to-Consumer Advertising as a Deceptive Blocking Strategy. Journal of Health Politics, 107 0.9 23 Policy and Law, 2013, 38, 505-544. The influence of the number of presented symptoms in productâ€claim directâ€toâ€consumer advertising on behavioral intentions. International Journal of Pharmaceutical and Healthcare Marketing, 2013, 7, 265-284. Literally Experts: Expertise and the Processing of Analogical Metaphors in Pharmaceutical 109 0.6 4 Advertising. Health Marketing Quarterly, 2014, 31, 115-135. Modeling the Effects of Promotional Efforts on Aggregate Pharmaceutical Demand: What We Know and Challenges for the Future. International Series in Quantitative Marketing, 2014, , 591-628. Relationship between direct-to-consumer advertising and consumers' decision-making. International 111 0.7 7 Journal of Pharmaceutical and Healthcare Marketing, 2014, 8, 178-192. The Impact of Direct-to-Consumer Advertising on Health Insurance Markets. Geneva Papers on Risk and 1.1 Insurance: Issues and Practice, 2014, 39, 749-767.

#	Article	IF	CITATIONS
113	Consumers' Optimism Bias and Responses to Risk Disclosures in Directâ€toâ€Consumer (<scp>DTC</scp>) Prescription Drug Advertising: The Moderating Role of Subjective Health Literacy. Journal of Consumer Affairs, 2014, 48, 175-194.	1.2	27
114	Effect of presentation modality in direct-to-consumer (DTC) prescription drug television advertisements. Applied Ergonomics, 2014, 45, 1330-1336.	1.7	18
115	Potential Spillover Educational Effects of Cancer-Related Direct-to-Consumer Advertising on Cancer Patients' Increased Information Seeking Behaviors: Results from a Cohort Study. Journal of Cancer Education, 2014, 29, 258-265.	0.6	6
116	The learned intermediary doctrine: the case of advertising medicine and medical devices in the United States. International Journal of Pharmaceutical and Healthcare Marketing, 2014, 8, 284-294.	0.7	2
117	Antidepressant direct-to-consumer prescription drug advertising and public stigma of depression: the mediating role of perceived prevalence of depression. International Journal of Advertising, 2015, 34, 350-365.	4.2	8
118	Marketing or Social Marketing. , 2015, , 1802-1812.		0
119	Global Issues in Pharmaceutical Marketing. , 0, , .		1
121	Trouble Spots in Online Direct-to-Consumer Prescription Drug Promotion: A Content Analysis of FDA Warning Letters. International Journal of Health Policy and Management, 2015, 4, 813-821.	0.5	44
122	Hope across the seas: the role of emotions and risk propensity in medical tourism advertising. International Journal of Advertising, 2015, 34, 621-640.	4.2	13
123	Do Prescription Drug Ads Tell Consumers Enough About Benefits and Side Effects? Results From the Health Information National Trends Survey, Fourth Administration. Journal of Health Communication, 2015, 20, 1391-1396.	1.2	14
124	Inoculating the electorate: a qualitative look at American corporatocracy and its influence on health communication. Critical Public Health, 2016, 26, 207-220.	1.4	1
125	The effects of direct-to-consumer advertising on medication use among Medicaid children with asthma. Health Marketing Quarterly, 2016, 33, 195-205.	0.6	5
126	Effects of Televised Direct-to-Consumer Advertising for Varenicline on Prescription Dispensing in the United States, 2006–2009. Nicotine and Tobacco Research, 2016, 18, 1180-1187.	1.4	13
127	"Under the regulation radarâ€ŧ PR strategies of pharmaceutical companies in countries where direct advertising of prescription drugs is banned—The Israeli case. Public Relations Review, 2017, 43, 382-391.	1.9	6
128	Displaying Videos in Web Surveys. Social Science Computer Review, 2017, 35, 654-665.	2.6	5
129	How Direct-to-Consumer Advertising for Prescription Drugs Affects Consumers' Welfare. Journal of Advertising Research, 2017, 57, 94-108.	1.0	7
130	A mixed-methods approach to assessing actual risk readership on branded drug websites. Journal of Risk Research, 2018, 21, 521-538.	1.4	18
131	Asking a doctor versus referring to the Internet: A comparison study on consumers' reactions to DTC (direct-to-consumer) prescription drug advertising. Health Marketing Quarterly, 2018, 35, 209-226.	0.6	2

#	Article	IF	CITATIONS
132	Disease awareness advertising (DAA) in emerging economy: A comparison between views of consumers and pharmaceutical professionals. Health Marketing Quarterly, 2018, 35, 134-150.	0.6	1
133	A Chronology of Health Care Marketing Research. Foundations and Trends in Marketing, 2019, 13, 77-529.	0.7	1
134	A Longitudinal Examination of FDA Warning and Untitled Letters Issued to Pharmaceutical Companies for Violations in Drug Promotion Standards. Journal of Consumer Affairs, 2019, 53, 3-23.	1.2	10
135	Factors impacting consumer purchase behaviour for pharmaceutical products. International Journal of Healthcare Management, 2020, 13, 113-121.	1.2	12
136	Direct-to-Consumer Genetic Testing and Its Marketing: Emergent Ethical and Public Policy Implications. Journal of Business Ethics, 2020, , 1.	3.7	2
137	How the operationalization of exposure impacts studies on direct-to-consumer advertising of prescription drugs. International Journal of Pharmaceutical and Healthcare Marketing, 2020, 14, 409-424.	0.7	1
138	Health awareness as genre: the exigence of preparedness in cancer awareness campaigns and critical-illness insurance marketing. Medical Humanities, 2022, 48, 9-16.	0.6	2
139	Does Direct-to-Consumer Prescription Drug Advertising Achieve a Mechanistic Fair Balance? A Critical Review of the Literature and Debate. Psychology Research (Libertyville, Ill), 2021, 11, .	0.0	Ο
140	The dance between darkness and light: a systematic review of advertising's role in consumer well-being (1980–2020). International Journal of Advertising, 2021, 40, 491-528.	4.2	15
141	The <i>Journal of Public Policy & Marketing</i> at 40: Celebrating History and Impact. Journal of Public Policy and Marketing, 2021, 40, 301-321.	2.2	6
142	Revisiting Pfizer's DTCA of Lipitor Using Dr. Jarvik as a Spokesperson: Analyses under the Teleological and Deontological Theories of Ethics. Journal of Global Marketing, 2022, 35, 99-114.	2.0	0
143	The legal and ethical dimensions of direct-to-consumer advertising of prescription drugs: the case of Pfizer and Lipitor in the United States. Health Marketing Quarterly, 2021, 38, 1-12.	0.6	0
144	Resisting stigma and evaluating realism in a direct-to-consumer advertisement for psychiatric drugs. International Journal of Pharmaceutical and Healthcare Marketing, 2021, ahead-of-print, .	0.7	2
145	Having Nothing to Say But Saying It Anyway: Language and Practical Relevance in Management Research. Academy of Management Learning and Education, 2022, 21, 282-302.	1.6	13
146	Pharmaceutical Innovation. , 2007, , .		8
148	Self-Regulation in the Pharmaceutical Industry: The Exposure of Children and Adolescents to Erectile Dysfunction Commercials. Journal of Health Politics, Policy and Law, 2019, 44, 765-787.	0.9	2
149	Analyzing The Effectiveness Of Public Policy Advertising On Attitudes And Behavioral Changes. Journal of Business and Economics Research, 2014, 12, 357.	1.0	2
150	Negative Impact of Direct-to-Consumer (DTC) Promotion on Indian Patients. Advances in Business Strategy and Competitive Advantage Book Series, 2015, , 92-106.	0.2	4

		CITATION I	Report	
#	Article		IF	Citations
151	Theorizing Advertising: Managerial, Scientific and Cultural Approaches. , 0, , 89-108.			4
152	The Impact of Moving Pharmaceutical Products from Prescription Only to Over-the-Cou Consumer Exposure to Advertising. International Journal of Human Ecology, 2011, 12, 2	nter Status on I-12.	0.1	6
153	Product Withdrawal Pandemonium: Marketing Communication Implications from the P Pharmaceuticals Product Withdrawals. SSRN Electronic Journal, 0, , .	an	0.4	0
154	Study of influential authors, works and research network of advertising research: 1998 African Journal of Business Management, 2012, 6, .	to 2007.	0.4	0
155	Marketing or Social Marketing. , 2014, , 1-15.			0
156	ChapterÂ5. Direct-to-consumer advertisements for prescription drugs as an argumenta Argumentation in Context, 0, , 77-92.	tive activity type.	0.1	1
158	Patient Influencers: The Next Frontier in Direct-to-Consumer Pharmaceutical Marketing. Medical Internet Research, 2022, 24, e29422.	Journal of	2.1	13
159	The influence of socialization agents on consumer responses to over-the-counter medic advertising. Research in Social and Administrative Pharmacy, 2022, 18, 3622-3630.	ine	1.5	2
160	To ban or not to ban: direct-to-consumer advertising and human rights analysis. , 2012,	,.		1
161	KNOWLEDGE AND AWARENESS ON PRESCRIPTION DRUG ADVERTISEMENT AMONG D CHENNAI. International Journal of Head and Neck Pathology, 2022, 5, 19-33.	ENTAL STUDENTS IN	0.0	Ο