

Does the Customer Matter Most? Exploring Strategic Fr Customers, the Internal Business Team, and External B

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Citation Report

#	ARTICLE	IF	CITATIONS
1	Organizational Openness, Relative Performance Information (RPI), and Employee Performance. SSRN Electronic Journal, 2016, , .	0.4	3
2	Integrating Theory and Practice in Marketing. Journal of Marketing, 2017, 81, 1-7.	7.0	39
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4	Elaboration on potential outcomes (EPO) and the consultative salesperson: investigating effects on attributions and performance. Journal of Personal Selling and Sales Management, 2017, 37, 113-133.	1.7	17
5	“Let's make a deal”: Price outcomes and the interaction of customer persuasion knowledge and salesperson negotiation strategies. Journal of Business Research, 2017, 78, 81-92.	5.8	29
6	Salesperson Solution Involvement and Sales Performance: The Contingent Role of Supplier Firm and Customer “Supplier Relationship Characteristics. Journal of Marketing, 2017, 81, 144-164.	7.0	70
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8	Connect within to connect outside: effect of salespeople's political skill on relationship performance. Journal of Personal Selling and Sales Management, 2017, 37, 332-348.	1.7	29
9	The burden of rank: The impact of preferred supplier status on excessive buyer requests. Industrial Marketing Management, 2018, 71, 19-26.	3.7	8
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