

Adapting influence approaches to informed consumers salespeople really doomed?

Journal of the Academy of Marketing Science

47, 118-137

DOI: [10.1007/s11747-018-0609-2](https://doi.org/10.1007/s11747-018-0609-2)

Citation Report

#	ARTICLE	IF	CITATIONS
1	An updated taxonomy of salesperson influence tactics. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 238-253.	2.8	24
2	How situational circumstances modify the effects of frontline employees' competences on customer satisfaction with the store. <i>Journal of Retailing and Consumer Services</i> , 2020, 52, 101905.	9.4	27
3	Assessing the service quality of department store using RSQS an Empirical study of Albaha Region, Saudi Arabia. <i>Rajagiri Management Journal</i> , 2020, 14, 19-33.	2.8	8
4	The role of analytical CRM on salesperson use of competitive intelligence. <i>Journal of Business and Industrial Marketing</i> , 2020, 35, 2127-2137.	3.0	9
5	Toward a new perspective on salesperson success and motivation: a trifocal framework. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 267-288.	2.8	10
6	Evaluation of salespeople by the purchasing function: implications for the evolving role of salespeople. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 289-305.	2.8	12
7	The case for hiring neurotic salespeople: A longitudinal growth modeling analysis. <i>Journal of Business Research</i> , 2020, 116, 123-136.	10.2	8
8	Does online retail coupons and memberships create favourable psychological disposition?. <i>Journal of Business Research</i> , 2020, 116, 229-244.	10.2	23
9	Internal selling: Antecedents and the importance of networking ability in converting internal selling behavior into salesperson performance. <i>Journal of Business Research</i> , 2020, 117, 176-188.	10.2	15
10	Salesperson influence tactics and the buying agent purchase decision: Mediating role of buying agent trust of the salesperson and moderating role of buying agent regulatory orientation focus. <i>Industrial Marketing Management</i> , 2020, 87, 31-46.	6.7	17
11	Sales management, education, and scholarship across cultures: early findings from a global study and an agenda for future research. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 198-212.	2.8	10
12	Business-to-Business E-Negotiations and Influence Tactics. <i>Journal of Marketing</i> , 2020, 84, 47-68.	11.3	45
13	Assessments of equivocal salesperson behavior and their influences on the quality of buyer-seller relationships. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 161-179.	2.8	6
14	Re-designing adaptive selling strategies: the role of different types of shopping companions. <i>Review of Managerial Science</i> , 2021, 15, 1243-1280.	7.1	4
15	Drown or Blossom? The Impact of Perceived Chronic Time Pressure on Retail Salespeople's Performance and Customer-Salesperson Relationships. <i>Journal of Retailing</i> , 2021, 97, 217-237.	6.2	16
16	Adapting sales influence tactics in the information intensive era. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 1261-1272.	3.0	5
17	Operationalizing salesperson performance with secondary data: aligning practice, scholarship, and theory. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 462-481.	11.2	44
18	Bibliometric and systematic analysis of publications on Decision and Product Involvement. <i>Redes</i> , 2021, 32, 45.	0.2	0

#	ARTICLE	IF	CITATIONS
19	Consumer perceptions of real-time marketing used in campaigns for retail businesses. <i>International Journal of Research in Business and Social Science</i> , 2021, 10, 86-105.	0.3	4
20	Digitalization as solution to environmental problems? When users rely on augmented reality-recommendation agents. <i>Journal of Business Research</i> , 2021, 128, 510-523.	10.2	29
21	The role of salesperson communication in luxury selling. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 301-315.	2.8	7
22	An examination of salesperson bricolage during a critical sales disruption: Selling during the Covid-19 pandemic. <i>Industrial Marketing Management</i> , 2021, 95, 114-127.	6.7	58
23	Advertising, incentives, and the upsell: how advertising differentially moderates customer- vs. retailer-directed price incentives™ impact on consumers™ preferences for premium products. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 1-22.	11.2	6
24	Behaviorally targeted location-based mobile marketing. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 677-702.	11.2	34
25	How customer perception of dependence on salesperson and customer™ salesperson guanxi determine salesperson influence effectiveness. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 12-25.	2.8	1
26	An Investigation of Consumer Subjective Knowledge in Frontline Interactions. <i>Journal of Retailing</i> , 2021, 97, 336-346.	6.2	15
27	The future of buyer™ seller interactions: a conceptual framework and research agenda. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 22-45.	11.2	49
28	How close do we feel to virtual product to make a purchase decision? Impact of perceived proximity to virtual product and temporal purchase intention. <i>Journal of Retailing and Consumer Services</i> , 2021, 63, 102717.	9.4	10
29	The roles of consumer entitlement, persuasion knowledge, and perceived product knowledge on perceptions of sales pressure. <i>Journal of Marketing Theory and Practice</i> , 2021, 29, 435-447.	4.3	2
30	Digital selling: organizational and managerial influences for frontline readiness and effectiveness. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 800-821.	11.2	13
31	Hiring for sales success: The emerging importance of salesperson analytical skills. <i>Journal of Business Research</i> , 2022, 144, 17-30.	10.2	14
32	Within sniffing distance: impact of ambient scent and physical distancing on consumer comfort with frontline employees. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 265-278.	2.8	0
33	Understanding digital consumer: A review, synthesis, and future research agenda. <i>International Journal of Consumer Studies</i> , 2022, 46, 1829-1858.	11.6	23
34	Sales complexity and value appropriation: a taxonomy of sales situations. <i>Journal of Business and Industrial Marketing</i> , 2021, ahead-of-print, .	3.0	5
35	Brushing up on time-honored sales skills to excel in tomorrow™s environment. <i>Journal of Business and Industrial Marketing</i> , 2023, 38, 701-723.	3.0	4
36	The salesperson as a knowledge broker: The effect of sales influence tactics on customer learning, purchase decision, and profitability. <i>Industrial Marketing Management</i> , 2022, 104, 352-365.	6.7	11

#	ARTICLE	IF	CITATIONS
37	The effect of creating shared value on enterprise image: focusing on mediating effects of environmental involvement. <i>Kybernetes</i> , 2023, 52, 625-642.	2.2	2
38	When do AI chatbots lead to higher customer satisfaction than human frontline employees in online shopping assistance? Considering product attribute type. <i>Journal of Retailing and Consumer Services</i> , 2022, 68, 103059.	9.4	42
39	The impact of the information revolution on the classical sales model. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 193-208.	2.8	1
40	Humans and Digital Technologies in the Omnichannel Post-COVID-19 Era. <i>Advances in Logistics, Operations, and Management Science Book Series</i> , 2022, , 55-75.	0.4	0
41	Do as You Say, or I Will: Retail signal congruency in <sc>buyâ€œonlineâ€œpickupâ€œinâ€œstore</sc> and negative <sc>wordâ€œofâ€œmouth</sc>. <i>Journal of Business Logistics</i> , 2023, 44, 37-60.	10.6	8
42	Masking the Role or Masking the Toll? The Effects of Career Fit on Salesperson Burnout. <i>Journal of Business-to-Business Marketing</i> , 0, , 1-18.	1.5	4
43	Exploring changes in organizational purchasing behaviors brought about by COVID-19 as a catalyst for new directions in sales research. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 339-357.	2.8	7
44	Influence of chatbots on purchase intention in social commerce. <i>Behaviour and Information Technology</i> , 2024, 43, 331-352.	4.0	3
45	Frontline employees' performance in the financial services industry: the significance of trust, empathy and consumer orientation. <i>International Journal of Bank Marketing</i> , 2023, 41, 527-549.	6.4	4
46	An Evaluation of the Effects of Perceived SNS Interactivity and Seller Influence Tactics on Automobile Purchase Intention: Mediating Effects of Brand Trust and Seller Trust and Moderating Effect of Consumer Informedness*. <i>Journal of Channel and Retailing</i> , 2023, 28, 1-21.	0.4	0
47	Managing ambiguity: salesperson bricolage behavior and its organizational determinants. <i>Journal of Personal Selling and Sales Management</i> , 0, , 1-20.	2.8	2
48	Asking your phone or a frontline employee? The influence of inâ€œstore information source on choice overload, responsibility, and confidence among young consumers. <i>Psychology and Marketing</i> , 2023, 40, 1877-1893.	8.2	1
49	Salesforce Social Media Use, Adaptive Selling Behaviour and Consumer Outcomes in Consumer Electronics: An Emerging Market Perspective. <i>Journal of African Business</i> , 0, , 1-29.	2.4	2
50	When manufacturer brands did not support retailer brand images. <i>International Journal of Retail and Distribution Management</i> , 0, , .	4.7	0
51	Dynamic and global drivers of salesperson effectiveness. <i>Journal of the Academy of Marketing Science</i> , 0, , .	11.2	4
52	Research online and purchase offline: The disruptive impact of consumers' online information on offline sales interaction. <i>Psychology and Marketing</i> , 2023, 40, 2642-2652.	8.2	1
53	Reclaiming the contingent nature of the determinants of salesperson performance: an extended meta-analysis. <i>Journal of Personal Selling and Sales Management</i> , 0, , 1-18.	2.8	1
54	Addressing concerns with salesperson competitive psychological climate, sales performance, and turnover intention: The role of threat and learning orientation. <i>Industrial Marketing Management</i> , 2023, 115, 143-155.	6.7	0

#	ARTICLE	IF	CITATIONS
55	Determinants of purchase intention, satisfaction, and risk reduction: The role of knowledge and information search among mortgage buyers. <i>Cogent Economics and Finance</i> , 2023, 11, .	2.1	0
56	More than Machines: The Role of the Future Retail Salesperson in Enhancing the Customer Experience. <i>Journal of Retailing</i> , 2023, 99, 518-531.	6.2	2
57	To what extent does consumers' perceived health consciousness regarding organic food influence their dining choices at organic restaurants? An empirical investigation. <i>International Journal of Gastronomy and Food Science</i> , 2023, 34, 100843.	3.0	0
58	Increasing graduates' interest in B2B sales: how to dispel lay beliefs, fight stigma, and create a profession of choice. <i>Journal of Personal Selling and Sales Management</i> , 0, , 1-18.	2.8	0
59	Industrial innovation management in the age of digital transformation: The risk of too strong selling capabilities. <i>Industrial Marketing Management</i> , 2024, 117, 371-385.	6.7	0
60	Toward an understanding of the personal traits needed in a digital selling environment. <i>Journal of Business and Industrial Marketing</i> , 0, , .	3.0	0
61	Salesperson knowledge sourcing inside the vendor organization: Examining the performance-relationship continuum given selected boundary conditions. <i>Industrial Marketing Management</i> , 2024, 118, 212-230.	6.7	0
62	Are you looking for something specific or just looking around? Adaptive selling on the basis of customer shopping goals in retail sales. <i>Journal of the Academy of Marketing Science</i> , 0, , .	11.2	0
63	Multichannel relational communication strategy: does one-sized strategy fit all customers?. <i>European Journal of Marketing</i> , 2024, 58, 952-985.	2.9	0