

Eugene Sivadas

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10578258/publications.pdf>

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12
papers

1,165
citations

933447

10
h-index

1199594

12
g-index

12
all docs

12
docs citations

12
times ranked

858
citing authors

#	ARTICLE	IF	CITATIONS
1	An Examination of Organizational Factors Influencing New Product Success in Internal and Alliance-Based Processes. <i>Journal of Marketing</i> , 2000, 64, 31-49.	11.3	802
2	Direct marketing on the internet: An empirical assessment of consumer attitudes. <i>Journal of Direct Marketing</i> , 1995, 9, 21-32.	0.2	109
3	An exploratory examination of shared values in channel relationships. <i>Journal of Business Research</i> , 2012, 65, 586-593.	10.2	64
4	The Internet as a Micro Marketing Tool: Targeting Consumers through Preferences Revealed in Music Newsgroup Usage. <i>Journal of Business Research</i> , 1998, 41, 179-186.	10.2	44
5	Dissolution intention in channel relationships: An examination of contributing factors. <i>Industrial Marketing Management</i> , 2012, 41, 1106-1113.	6.7	44
6	Knowledge flows in marketing: An analysis of journal article references and citations. <i>Marketing Theory</i> , 2005, 5, 339-361.	3.1	25
7	International direct marketing on the internet: Do internet users form a global segment?. <i>Journal of Direct Marketing</i> , 1996, 10, 45-58.	0.2	19
8	Interorganizational Information Systems and Business-to-Business Relationships: System Characteristics, Assistance, Performance, Satisfaction, and Commitment Model. <i>Journal of Marketing Channels</i> , 2012, 19, 17-48.	0.4	15
9	The Effect of Dissolution Intention on Buyer-Seller Relationships. <i>Journal of Marketing Channels</i> , 2012, 19, 250-271.	0.4	15
10	Beyond Relationship Quality: Examining Relationship Management Effectiveness. <i>Journal of Marketing Theory and Practice</i> , 2013, 21, 273-288.	4.3	14
11	Explaining article influence: capturing article citability and its dynamic effects. <i>Journal of the Academy of Marketing Science</i> , 2015, 43, 52-72.	11.2	9
12	Dissolution of franchise relationships: Intention, behavior, and the role of uncertainty. <i>Industrial Marketing Management</i> , 2021, 92, 140-153.	6.7	5