

# James C Anderson

## List of Publications by Year in descending order

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43  
papers

55,459  
citations

136950

32  
h-index

254184

43  
g-index

43  
all docs

43  
docs citations

43  
times ranked

21987  
citing authors

#	ARTICLE	IF	CITATIONS
1	Structural equation modeling in practice: A review and recommended two-step approach.. Psychological Bulletin, 1988, 103, 411-423.	6.1	30,544
2	A Model of Distributor Firm and Manufacturer Firm Working Partnerships. Journal of Marketing, 1990, 54, 42-58.	11.3	4,250
3	An Updated Paradigm for Scale Development Incorporating Unidimensionality and Its Assessment. Journal of Marketing Research, 1988, 25, 186-192.	4.8	4,248
4	A Model of Distributor Firm and Manufacturer Firm Working Partnerships. Journal of Marketing, 1990, 54, 42.	11.3	2,704
5	An Updated Paradigm for Scale Development Incorporating Unidimensionality and Its Assessment. Journal of Marketing Research, 1988, 25, 186.	4.8	2,385
6	Dyadic Business Relationships within a Business Network Context. Journal of Marketing, 1994, 58, 1.	11.3	1,652
7	The effect of sampling error on convergence, improper solutions, and goodness-of-fit indices for maximum likelihood confirmatory factor analysis. Psychometrika, 1984, 49, 155-173.	2.1	1,291
8	Dyadic Business Relationships within a Business Network Context. Journal of Marketing, 1994, 58, 1-15.	11.3	815
9	Predicting the performance of measures in a confirmatory factor analysis with a pretest assessment of their substantive validities.. Journal of Applied Psychology, 1991, 76, 732-740.	5.3	725
10	A Model of the Distributor's Perspective of Distributor-Manufacturer Working Relationships. Journal of Marketing, 1984, 48, 62-74.	11.3	685
11	Monte Carlo Evaluations of Goodness of Fit Indices for Structural Equation Models. Sociological Methods and Research, 1992, 21, 132-160.	6.8	580
12	Some Methods for Respecifying Measurement Models to Obtain Unidimensional Construct Measurement. Journal of Marketing Research, 1982, 19, 453-460.	4.8	564
13	A Model of the Distributor's Perspective of Distributor-Manufacturer Working Relationships. Journal of Marketing, 1984, 48, 62.	11.3	563
14	Conducting Interorganizational Research Using Key Informants. Academy of Management Journal, 1993, 36, 1633-1651.	6.3	497
15	Some Methods for Respecifying Measurement Models to Obtain Unidimensional Construct Measurement. Journal of Marketing Research, 1982, 19, 453.	4.8	471
16	On the Meaning of within-Factor Correlated Measurement Errors. Journal of Consumer Research, 1984, 11, 572.	5.1	412
17	An Approach for Confirmatory Measurement and Structural Equation Modeling of Organizational Properties. Management Science, 1987, 33, 525-541.	4.1	411
18	Assumptions and Comparative Strengths of the Two-Step Approach. Sociological Methods and Research, 1992, 20, 321-333.	6.8	381

#	ARTICLE	IF	CITATIONS
19	Partnering as a Focused Market Strategy. <i>California Management Review</i> , 1991, 33, 95-113.	6.3	325
20	Relationships in Business Markets: Exchange Episodes, Value Creation, and their Empirical Assessment. <i>Journal of the Academy of Marketing Science</i> , 1995, 23, 346-350.	11.2	306
21	Customer Value Assessment in Business Markets. <i>Journal of Business-to-Business Marketing</i> , 1992, 1, 3-29.	1.5	277
22	On the Assessment of Unidimensional Measurement: Internal and External Consistency, and Overall Consistency Criteria. <i>Journal of Marketing Research</i> , 1987, 24, 432-437.	4.8	214
23	The Effects of Sampling Error and Model Characteristics on Parameter Estimation for Maximum Likelihood Confirmatory Factor Analysis. <i>Multivariate Behavioral Research</i> , 1985, 20, 255-271.	3.1	202
24	The adoption of total cost of ownership for sourcing decisions—a structural equations analysis. <i>Accounting, Organizations and Society</i> , 2005, 30, 167-191.	2.8	158
25	On the Assessment of Unidimensional Measurement: Internal and External Consistency, and Overall Consistency Criteria. <i>Journal of Marketing Research</i> , 1987, 24, 432.	4.8	140
26	Improper solutions in the analysis of covariance structures: Their interpretability and a comparison of alternate respecifications. <i>Psychometrika</i> , 1987, 52, 99-111.	2.1	139
27	Combining value and price to make purchase decisions in business markets. <i>International Journal of Research in Marketing</i> , 2000, 17, 307-329.	4.2	93
28	Purchasing Higher-Value, Higher-Price Offerings in Business Markets. <i>Journal of Business-to-Business Marketing</i> , 2010, 17, 29-61.	1.5	71
29	Distributor contributions to partnerships with manufacturers. <i>Business Horizons</i> , 1987, 30, 34-42.	5.2	62
30	Improving sourcing decisions in NPD projects: Monetary quantification of points of difference. <i>Journal of Operations Management</i> , 2009, 27, 64-77.	5.2	59
31	Using Teams to Manage Collaborative Relationships in Business Markets. <i>Journal of Business-to-Business Marketing</i> , 1995, 2, 17-46.	1.5	49
32	Partnership advantage and its determinants in distributor and manufacturer working relationships. <i>Journal of Business Research</i> , 1988, 17, 327-347.	10.2	48
33	A Measurement Model to Assess Measure-Specific Factors in Multiple-Informant Research. <i>Journal of Marketing Research</i> , 1985, 22, 86-92.	4.8	32
34	New-Technology Startups Seeking Pilot Customers: Crafting a Pair of Value Propositions. <i>California Management Review</i> , 2018, 60, 101-124.	6.3	23
35	Supplier Development Responsibility and <scp>NPD</scp> Project Outcomes: The Roles of Monetary Quantification of Differences and Supportingâ€ˆDetail Gathering. <i>Journal of Product Innovation Management</i> , 2012, 29, 103-123.	9.5	20
36	A Measurement Model to Assess Measure-Specific Factors in Multiple-Informant Research. <i>Journal of Marketing Research</i> , 1985, 22, 86.	4.8	19

#	ARTICLE	IF	CITATIONS
37	Estimating Firm-Specific and Relational Properties in Interorganizational Relationships in Marketing. <i>Journal of Business-to-Business Marketing</i> , 2006, 13, 29-67.	1.5	14
38	Master's Level Education in Business Marketing: Quo Vadis?. <i>Journal of Business-to-Business Marketing</i> , 1998, 5, 75-93.	1.5	11
39	How Technology- Based Startups Can Use Customer Value Propositions to Gain Pilot Customers. <i>Journal of Business-to-Business Marketing</i> , 2020, 27, 353-374.	1.5	8
40	Certified value sellers. <i>Business Strategy Review</i> , 2008, 19, 48-53.	0.0	7
41	Ethnic Variations in the Connection Between Work-Induced Family Separation and Turnover Intent. <i>Journal of Family Issues</i> , 2010, 31, 626-655.	1.6	2
42	Making Business Marketing More Prominent in Master's Programs: Reply to Earl D. Honeycutt, Jr.. <i>Journal of Business-to-Business Marketing</i> , 1998, 5, 99-102.	1.5	1
43	A Commentary on "Business Marketing in Master's Programs: A Part of the Fabric Cut from the Same Cloth?". <i>Journal of Business-to-Business Marketing</i> , 2007, 14, 61-68.	1.5	1