

James C Anderson

List of Publications by Year in descending order

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43
papers

55,459
citations

136950

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254184

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43
all docs

43
docs citations

43
times ranked

21987
citing authors

#	ARTICLE	IF	CITATIONS
1	How Technology- Based Startups Can Use Customer Value Propositions to Gain Pilot Customers. Journal of Business-to-Business Marketing, 2020, 27, 353-374.	1.5	8
2	New-Technology Startups Seeking Pilot Customers: Crafting a Pair of Value Propositions. California Management Review, 2018, 60, 101-124.	6.3	23
3	Supplier Development Responsibility and <scp>NPD</scp> Project Outcomes: The Roles of Monetary Quantification of Differences and Supportingâ€Detail Gathering. Journal of Product Innovation Management, 2012, 29, 103-123.	9.5	20
4	Ethnic Variations in the Connection Between Work-Induced Family Separation and Turnover Intent. Journal of Family Issues, 2010, 31, 626-655.	1.6	2
5	Purchasing Higher-Value, Higher-Price Offerings in Business Markets. Journal of Business-to-Business Marketing, 2010, 17, 29-61.	1.5	71
6	Improving sourcing decisions in NPD projects: Monetary quantification of points of difference. Journal of Operations Management, 2009, 27, 64-77.	5.2	59
7	Certified value sellers. Business Strategy Review, 2008, 19, 48-53.	0.0	7
8	A Commentary on â€œBusiness Marketing in Master's Programs: A Part of the Fabricâ€ Cut from the Same Cloth?. Journal of Business-to-Business Marketing, 2007, 14, 61-68.	1.5	1
9	Estimating Firm-Specific and Relational Properties in Interorganizational Relationships in Marketing. Journal of Business-to-Business Marketing, 2006, 13, 29-67.	1.5	14
10	The adoption of total cost of ownership for sourcing decisionsâ€â€“a structural equations analysis. Accounting, Organizations and Society, 2005, 30, 167-191.	2.8	158
11	Combining value and price to make purchase decisions in business markets. International Journal of Research in Marketing, 2000, 17, 307-329.	4.2	93
12	Master's Level Education in Business Marketing: Quo Vadis?. Journal of Business-to-Business Marketing, 1998, 5, 75-93.	1.5	11
13	Making Business Marketing More Prominent in Master's Programs: Reply to Earl D. Honeycutt, Jr.. Journal of Business-to-Business Marketing, 1998, 5, 99-102.	1.5	1
14	Relationships in Business Markets: Exchange Episodes, Value Creation, and their Empirical Assessment. Journal of the Academy of Marketing Science, 1995, 23, 346-350.	11.2	306
15	Using Teams to Manage Collaborative Relationships in Business Markets. Journal of Business-to-Business Marketing, 1995, 2, 17-46.	1.5	49
16	Dyadic Business Relationships within a Business Network Context. Journal of Marketing, 1994, 58, 1-15.	11.3	815
17	Dyadic Business Relationships within a Business Network Context. Journal of Marketing, 1994, 58, 1.	11.3	1,652
18	Conducting Interorganizational Research Using Key Informants. Academy of Management Journal, 1993, 36, 1633-1651.	6.3	497

#	ARTICLE	IF	CITATIONS
19	Monte Carlo Evaluations of Goodness of Fit Indices for Structural Equation Models. <i>Sociological Methods and Research</i> , 1992, 21, 132-160.	6.8	580
20	Customer Value Assessment in Business Markets:. <i>Journal of Business-to-Business Marketing</i> , 1992, 1, 3-29.	1.5	277
21	Assumptions and Comparative Strengths of the Two-Step Approach. <i>Sociological Methods and Research</i> , 1992, 20, 321-333.	6.8	381
22	Partnering as a Focused Market Strategy. <i>California Management Review</i> , 1991, 33, 95-113.	6.3	325
23	Predicting the performance of measures in a confirmatory factor analysis with a pretest assessment of their substantive validities.. <i>Journal of Applied Psychology</i> , 1991, 76, 732-740.	5.3	725
24	A Model of Distributor Firm and Manufacturer Firm Working Partnerships. <i>Journal of Marketing</i> , 1990, 54, 42-58.	11.3	4,250
25	A Model of Distributor Firm and Manufacturer Firm Working Partnerships. <i>Journal of Marketing</i> , 1990, 54, 42.	11.3	2,704
26	Structural equation modeling in practice: A review and recommended two-step approach.. <i>Psychological Bulletin</i> , 1988, 103, 411-423.	6.1	30,544
27	Partnership advantage and its determinants in distributor and manufacturer working relationships. <i>Journal of Business Research</i> , 1988, 17, 327-347.	10.2	48
28	An Updated Paradigm for Scale Development Incorporating Unidimensionality and Its Assessment. <i>Journal of Marketing Research</i> , 1988, 25, 186.	4.8	2,385
29	An Updated Paradigm for Scale Development Incorporating Unidimensionality and Its Assessment. <i>Journal of Marketing Research</i> , 1988, 25, 186-192.	4.8	4,248
30	An Approach for Confirmatory Measurement and Structural Equation Modeling of Organizational Properties. <i>Management Science</i> , 1987, 33, 525-541.	4.1	411
31	Distributor contributions to partnerships with manufacturers. <i>Business Horizons</i> , 1987, 30, 34-42.	5.2	62
32	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
33	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
34	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
35	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
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

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37	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
38	A Model of the Distributor's Perspective of Distributor-Manufacturer Working Relationships. <i>Journal of Marketing</i> , 1984, 48, 62-74.	11.3	685
39	On the Meaning of within-Factor Correlated Measurement Errors. <i>Journal of Consumer Research</i> , 1984, 11, 572.	5.1	412
40	The effect of sampling error on convergence, improper solutions, and goodness-of-fit indices for maximum likelihood confirmatory factor analysis. <i>Psychometrika</i> , 1984, 49, 155-173.	2.1	1,291
41	A Model of the Distributor's Perspective of Distributor-Manufacturer Working Relationships. <i>Journal of Marketing</i> , 1984, 48, 62.	11.3	563
42	Some Methods for Respecifying Measurement Models to Obtain Unidimensional Construct Measurement. <i>Journal of Marketing Research</i> , 1982, 19, 453.	4.8	471
43	Some Methods for Respecifying Measurement Models to Obtain Unidimensional Construct Measurement. <i>Journal of Marketing Research</i> , 1982, 19, 453-460.	4.8	564