

# Shankar Ganesan

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10702648/publications.pdf>

Version: 2024-02-01

18  
papers

13,538  
citations

471509

17  
h-index

839539

18  
g-index

18  
all docs

18  
docs citations

18  
times ranked

5583  
citing authors

#	ARTICLE	IF	CITATIONS
1	Do salespeople matter in competitive tenders?. Journal of Personal Selling and Sales Management, 2019, 39, 370-385.	2.8	4
2	The Evolution of Marketing Channels: Trends and Research Directions. Journal of Retailing, 2015, 91, 546-568.	6.2	112
3	Managing Customer and Organizational Complexity in Sales Organizations. Journal of Marketing, 2014, 78, 59-77.	11.3	120
4	Does Knowledge Base Compatibility Help or Hurt Knowledge Sharing between Suppliers in Competition? the Role of Customer Participation. Journal of Marketing, 2013, 77, 91-107.	11.3	143
5	CRM in Data-Rich Multichannel Retailing Environments: A Review and Future Research Directions. Journal of Interactive Marketing, 2010, 24, 121-137.	6.2	122
6	Buffering and Amplifying Effects of Relationship Commitment in Business-to-Business Relationships. Journal of Marketing Research, 2010, 47, 361-373.	4.8	147
7	Supply Chain Management and Retailer Performance: Emerging Trends, Issues, and Implications for Research and Practice. Journal of Retailing, 2009, 85, 84-94.	6.2	293
8	Cross-Sectional versus Longitudinal Survey Research: Concepts, Findings, and Guidelines. Journal of Marketing Research, 2008, 45, 261-279.	4.8	730
9	The relationship between justice and attitudes: An examination of justice effects on event and system-related attitudes. Organizational Behavior and Human Decision Processes, 2007, 103, 21-36.	2.5	134
10	Interactional service failures in a pseudorelationship: The role of organizational attributions. Journal of Retailing, 2007, 83, 79-95.	6.2	93
11	Does Distance Still Matter? Geographic Proximity and New Product Development. Journal of Marketing, 2005, 69, 44-60.	11.3	271
12	Service Failure and Recovery: The Impact of Relationship Factors on Customer Satisfaction. Journal of the Academy of Marketing Science, 2003, 31, 127-145.	11.2	666
13	Control Mechanisms and the Relationship Life Cycle: Implications for Safeguarding Specific Investments and Developing Commitment. Journal of Marketing Research, 2000, 37, 227-245.	4.8	1,075
14	Dimensions and Levels of Trust: Implications for Commitment to a Relationship. Marketing Letters, 1997, 8, 439-448.	2.9	389
15	Determinants of Long-Term Orientation in Buyer-Seller Relationships. Journal of Marketing, 1994, 58, 1-19.	11.3	5,734
16	Determinants of Long-Term Orientation in Buyer-Seller Relationships. Journal of Marketing, 1994, 58, 1.	11.3	3,223
17	Negotiation Strategies and the Nature of Channel Relationships. Journal of Marketing Research, 1993, 30, 183.	4.8	106
18	Negotiation Strategies and the Nature of Channel Relationships. Journal of Marketing Research, 1993, 30, 183-203.	4.8	176