

Kelly Hewett

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10796029/publications.pdf>

Version: 2024-02-01

9
papers

1,346
citations

1040056

9
h-index

1474206

9
g-index

9
all docs

9
docs citations

9
times ranked

1054
citing authors

#	ARTICLE	IF	CITATIONS
1	Dependence, Trust, and Relational Behavior on the Part of Foreign Subsidiary Marketing Operations: Implications for Managing Global Marketing Operations. <i>Journal of Marketing</i> , 2001, 65, 51-66.	11.3	352
2	A Multi-Theoretical Model of Knowledge Transfer in Organizations: Determinants of Knowledge Contribution and Knowledge Reuse*. <i>Journal of Management Studies</i> , 2006, 43, 141-173.	8.3	303
3	Customer Response Capability in a Sense-and-Respond Era: The Role of Customer Knowledge Process. <i>Journal of the Academy of Marketing Science</i> , 2004, 32, 219-233.	11.2	175
4	An Exploration of the Moderating Role of Buyer Corporate Culture in Industrial Buyer-Seller Relationships. <i>Journal of the Academy of Marketing Science</i> , 2002, 30, 229-239.	11.2	160
5	Brand Licensing: What Drives Royalty Rates?. <i>Journal of Marketing</i> , 2013, 77, 108-122.	11.3	142
6	The Effect of Collectivism on the Importance of Relationship Quality and Service Quality for Behavioral Intentions: A Cross-National and Cross-Contextual Analysis. <i>Journal of International Marketing</i> , 2010, 18, 41-62.	4.4	92
7	National Culture and Industrial Buyer-Seller Relationships in the United States and Latin America. <i>Journal of the Academy of Marketing Science</i> , 2006, 34, 386-402.	11.2	77
8	Investing in Buyer-Seller Relationships in Transitional Markets: A Market-Based Assets Perspective. <i>Journal of International Marketing</i> , 2016, 24, 57-81.	4.4	23
9	Reexamining the tradeoff between value creation and value appropriation: The role of internal organizational resources vs. External strategic international alliances. <i>Journal of Business Research</i> , 2021, 123, 302-312.	10.2	22