

Fred Selnes

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11012044/publications.pdf>

Version: 2024-02-01

9
papers

2,356
citations

933447

10
h-index

1372567

10
g-index

10
all docs

10
docs citations

10
times ranked

1441
citing authors

#	ARTICLE	IF	CITATIONS
1	Antecedents and consequences of trust and satisfaction in buyer-seller relationships. <i>European Journal of Marketing</i> , 1998, 32, 305-322.	2.9	758
2	Promoting Relationship Learning. <i>Journal of Marketing</i> , 2003, 67, 80-95.	11.3	638
3	Customer Portfolio Management: Toward a Dynamic Theory of Exchange Relationships. <i>Journal of Marketing</i> , 2004, 68, 1-17.	11.3	366
4	Market orientation in United States and Scandinavian companies. A cross-cultural study. <i>Scandinavian Journal of Management</i> , 1996, 12, 139-157.	1.9	155
5	The Potential Hazard of Self-Service in Developing Customer Loyalty. <i>Journal of Service Research</i> , 2001, 4, 79-90.	12.2	130
6	Effects of Supplier Reliability and Benevolence in Business Marketing. <i>Journal of Business Research</i> , 2000, 49, 259-271.	10.2	96
7	The Strategic Role of the Salesperson in Established Buyer-Seller Relationships. <i>Journal of Business-to-Business Marketing</i> , 1997, 3, 39-78.	1.5	46
8	Relational selling behavior and skills in long-term industrial buyer-seller relationships. <i>International Business Review</i> , 1995, 4, 483-498.	4.8	33
9	Market orientation in Nordic banks: does nationality matter?. <i>European Journal of Marketing</i> , 2003, 37, 1818-1841.	2.9	28