

Fred Selnes

List of Publications by Year in descending order

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

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