

# Douglas E Hughes

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11122509/publications.pdf>

Version: 2024-02-01

24  
papers

2,567  
citations

430874

18  
h-index

552781

26  
g-index

27  
all docs

27  
docs citations

27  
times ranked

1745  
citing authors

#	ARTICLE	IF	CITATIONS
1	Social Networks within Sales Organizations: Their Development and Importance for Salesperson Performance. <i>Journal of Marketing</i> , 2015, 79, 1-16.	11.3	567
2	Understanding social media effects across seller, retailer, and consumer interactions. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 547-566.	11.2	436
3	Motivating Salespeople to Sell New Products: The Relative Influence of Attitudes, Subjective Norms, and Self-Efficacy. <i>Journal of Marketing</i> , 2010, 74, 61-76.	11.3	275
4	Managing Sales Force Product Perceptions and Control Systems in the Success of New Product Introductions. <i>Journal of Marketing Research</i> , 2010, 47, 764-776.	4.8	155
5	Gaining and leveraging customer-based competitive intelligence: the pivotal role of social capital and salesperson adaptive selling skills. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 91-110.	11.2	140
6	Why sales reps should welcome information technology: Measuring the impact of CRM-based IT on sales effectiveness. <i>International Journal of Research in Marketing</i> , 2007, 24, 336-349.	4.2	138
7	Energizing the Reseller's Sales Force: The Power of Brand Identification. <i>Journal of Marketing</i> , 2010, 74, 81-96.	11.3	136
8	Energizing the Reseller's Sales Force: The Power of Brand Identification. <i>Journal of Marketing</i> , 2010, 74, 81-96.	11.3	114
9	The Role of the Sales-Service Interface and Ambidexterity in the Evolving Organization. <i>Journal of Service Research</i> , 2017, 20, 59-75.	12.2	82
10	This adâ€™s for you: the indirect effect of advertising perceptions on salesperson effort and performance. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 1-18.	11.2	81
11	Better together: Trait competitiveness and competitive psychological climate as antecedents of salesperson organizational commitment and sales performance. <i>Marketing Letters</i> , 2016, 27, 351-360.	2.9	72
12	The Marketingâ€™Sales Interface at the Interface: Creating Market-Based Capabilities through Organizational Synergy. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 57-72.	2.8	59
13	A self-determination theory-based meta-analysis on the differential effects of intrinsic and extrinsic motivation on salesperson performance. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 586-614.	11.2	43
14	When Sales Becomes Service: The Evolution of the Professional Selling Role and an Organic Model of Frontline Ambidexterity. <i>Journal of Service Research</i> , 2020, 23, 22-32.	12.2	41
15	Driving In-Role and Extra-Role Brand Performance among Retail Frontline Salespeople: Antecedents and the Moderating Role of Customer Orientation. <i>Journal of Retailing</i> , 2019, 95, 130-143.	6.2	39
16	JPSSM since the beginning: intellectual cornerstones, knowledge structure, and thematic developments. <i>Journal of Personal Selling and Sales Management</i> , 2016, 36, 321-343.	2.8	38
17	More than money: establishing the importance of a sense of purpose for salespeople. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 272-295.	11.2	31
18	On the nature of international sales and sales management research: a social networkâ€™analytic perspective. <i>Journal of Personal Selling and Sales Management</i> , 2018, 38, 56-77.	2.8	25

#	ARTICLE	IF	CITATIONS
19	Self-oriented competitiveness in salespeople: sales management implications. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 1201-1221.	11.2	17
20	When time is sales: the impact of sales manager time allocation decisions on sales team performance. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 132-148.	2.8	15
21	Understanding and motivating salesperson resilience. <i>Marketing Letters</i> , 2021, 32, 33-45.	2.9	15
22	Effectual selling in service ecosystems. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 251-266.	2.8	13
23	Marketing strategy implementation impediments and remedies: A multi-level theoretical framework within the sales-marketing interface. <i>International Journal of Research in Marketing</i> , 2022, 39, 824-846.	4.2	13
24	A synthesis of research on the marketing-sales interface (1984-2020). <i>Industrial Marketing Management</i> , 2022, 105, 159-181.	6.7	10