

Michael Ahearne

List of Publications by Year in descending order

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Version: 2024-02-01

42
papers

6,842
citations

159585

30
h-index

315739

38
g-index

44
all docs

44
docs citations

44
times ranked

3748
citing authors

#	ARTICLE	IF	CITATIONS
1	Organizational citizenship behavior and the quantity and quality of work group performance.. Journal of Applied Psychology, 1997, 82, 262-270.	5.3	1,087
2	To Empower or Not to Empower Your Sales Force? An Empirical Examination of the Influence of Leadership Empowerment Behavior on Customer Satisfaction and Performance.. Journal of Applied Psychology, 2005, 90, 945-955.	5.3	805
3	Antecedents and Consequences of Customer-Company Identification: Expanding the Role of Relationship Marketing.. Journal of Applied Psychology, 2005, 90, 574-585.	5.3	776
4	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. Journal of Marketing, 1998, 62, 87-98.	11.3	475
5	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. Journal of Marketing, 1998, 62, 87.	11.3	391
6	Resistance to Brand Switching when a Radically New Brand is Introduced: A Social Identity Theory Perspective. Journal of Marketing, 2010, 74, 128-146.	11.3	369
7	The Role of Leaders in Internal Marketing. Journal of Marketing, 2009, 73, 123-145.	11.3	302
8	Exploring the dynamics of antecedents to consumerâ€™brand identification with a new brand. Journal of the Academy of Marketing Science, 2013, 41, 234-252.	11.2	202
9	High Touch Through High Tech: The Impact of Salesperson Technology Usage on Sales Performance via Mediating Mechanisms. Management Science, 2008, 54, 671-685.	4.1	192
10	Examining the effect of salesperson service behavior in a competitive context. Journal of the Academy of Marketing Science, 2007, 35, 603-616.	11.2	182
11	If looks could sell: Moderation and mediation of the attractiveness effect on salesperson performance. International Journal of Research in Marketing, 1999, 16, 269-284.	4.2	170
12	The impact of knowledge and empowerment on working smart and working hard: The moderating role of experience. International Journal of Research in Marketing, 2006, 23, 279-293.	4.2	167
13	Managing Sales Force Product Perceptions and Control Systems in the Success of New Product Introductions. Journal of Marketing Research, 2010, 47, 764-776.	4.8	155
14	Why sales reps should welcome information technology: Measuring the impact of CRM-based IT on sales effectiveness. International Journal of Research in Marketing, 2007, 24, 336-349.	4.2	138
15	Energizing the Reseller's Sales Force: The Power of Brand Identification. Journal of Marketing, 2010, 74, 81-96.	11.3	136
16	Know Your Customer: How Salesperson Perceptions of Customer Relationship Quality Form and Influence Account Profitability. Journal of Marketing, 2014, 78, 38-58.	11.3	125
17	Performance impact of middle managers' adaptive strategy implementation: The role of social capital. Strategic Management Journal, 2014, 35, 68-87.	7.3	119
18	Energizing the Reseller's Sales Force: The Power of Brand Identification. Journal of Marketing, 2010, 74, 81-96.	11.3	114

#	ARTICLE	IF	CITATIONS
19	The Role of Consensus in Sales Team Performance. <i>Journal of Marketing Research</i> , 2010, 47, 458-469.	4.8	99
20	Why Are Some Salespeople Better at Adapting to Organizational Change?. <i>Journal of Marketing</i> , 2010, 74, 65-79.	11.3	97
21	A longitudinal cross-level model of leader and salesperson influences on sales force technology use and performance.. <i>Journal of Applied Psychology</i> , 2007, 92, 528-537.	5.3	87
22	A multinational examination of the symbolicâ€“instrumental framework of consumerâ€“brand identification. <i>Journal of International Business Studies</i> , 2012, 43, 306-331.	7.3	76
23	Itâ€™s a matter of congruence: How interpersonal identification between sales managers and salespersons shapes sales success. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 625-648.	11.2	72
24	Why Are Some Salespeople Better at Adapting to Organizational Change?. <i>Journal of Marketing</i> , 2010, 74, 65-79.	11.3	71
25	Multiple Identification Foci and Their Countervailing Effects on Salespeople's Negative Headquarters Stereotypes. <i>Journal of Marketing</i> , 2012, 76, 1-20.	11.3	70
26	Managing sales teams in a virtual environment. <i>International Journal of Research in Marketing</i> , 2010, 27, 213-224.	4.2	68
27	Be Careful What You Look for: The Effect of Trait Competitiveness and Long Hours on Salesperson Deviance and Whether Meaningfulness of Work Matters. <i>Journal of Marketing Theory and Practice</i> , 2010, 18, 303-321.	4.3	51
28	The future of buyerâ€“seller interactions: a conceptual framework and research agenda. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 22-45.	11.2	49
29	Challenges of CRM Implementation in Business-to-Business Markets: A Contingency Perspective. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 117-129.	2.8	47
30	The ABC's of ACB: Unveiling a clear and present danger in the sales force. <i>Industrial Marketing Management</i> , 2006, 35, 457-467.	6.7	41
31	When Sales Managers and Salespeople Disagree in the Appreciation for Their Firm: The Phenomenon of Organizational Identification Tension. <i>Journal of Retailing</i> , 2015, 91, 486-515.	6.2	28
32	Sales force leadership during strategy implementation: a social network perspective. <i>Journal of the Academy of Marketing Science</i> , 2018, 46, 612-631.	11.2	28
33	Advancing sales theory through a holistic view: how social structures frame selling. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 221-226.	2.8	19
34	Research centers, business schools, and the world of sales. <i>Journal of the Academy of Marketing Science</i> , 2017, 45, 461-464.	11.2	12
35	Impact of outsourcing on business-to-business marketing: An agenda for inquiry. <i>Industrial Marketing Management</i> , 2009, 38, 376-378.	6.7	10
36	Operationsâ€“Related Structural Flux: Firm Performance Effects of Executivesâ€™ Appointments and Exits. <i>Production and Operations Management</i> , 2021, 30, 2188-2210.	3.8	3

#	ARTICLE	IF	CITATIONS
37	All that glitters is not sold: selling a luxury brand outside a luxury environment. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 26-45.	2.8	3
38	Exploring the Dynamics of Antecedents to Consumer-Brand Identification with a New Brand. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
39	The impact of the information revolution on the classical sales model. <i>Journal of Personal Selling and Sales Management</i> , 2022, 42, 193-208.	2.8	1
40	A Multinational Examination of the Symbolicâ€“Instrumental Framework of Consumerâ€“Brand Identification. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	0
41	Be Careful What You Look for: The Effect of Trait Competitiveness and Long Hours on Salesperson Deviance and Whether Meaningfulness of Work Matters. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
42	The instantaneous commitment effect: developing stakeholder orientation among managers. <i>AMS Review</i> , 2021, 11, 162-179.	2.5	0