

Michael Ahearne

List of Publications by Year in descending order

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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	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
2	The future of buyer-seller interactions: a conceptual framework and research agenda. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 22-45.	11.2	49
3	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
4	The instantaneous commitment effect: developing stakeholder orientation among managers. <i>AMS Review</i> , 2021, 11, 162-179.	2.5	0
5	Operations-Related Structural Flux: Firm Performance Effects of Executives' Appointments and Exits. <i>Production and Operations Management</i> , 2021, 30, 2188-2210.	3.8	3
6	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
7	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
8	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
9	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
10	Know Your Customer: How Salesperson Perceptions of Customer Relationship Quality Form and Influence Account Profitability. <i>Journal of Marketing</i> , 2014, 78, 38-58.	11.3	125
11	Performance impact of middle managers' adaptive strategy implementation: The role of social capital. <i>Strategic Management Journal</i> , 2014, 35, 68-87.	7.3	119
12	It'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
13	Exploring the dynamics of antecedents to consumer-brand identification with a new brand. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 234-252.	11.2	202
14	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
15	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
16	A multinational examination of the symbolic-instrumental framework of consumer-brand identification. <i>Journal of International Business Studies</i> , 2012, 43, 306-331.	7.3	76
17	A Multinational Examination of the Symbolic-Instrumental Framework of Consumer-Brand Identification. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	0
18	Why Are Some Salespeople Better at Adapting to Organizational Change?. <i>Journal of Marketing</i> , 2010, 74, 65-79.	11.3	71

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19	Energizing the Reseller's Sales Force: The Power of Brand Identification. Journal of Marketing, 2010, 74, 81-96.	11.3	114
20	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
21	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
22	The Role of Consensus in Sales Team Performance. Journal of Marketing Research, 2010, 47, 458-469.	4.8	99
23	Energizing the Reseller's Sales Force: The Power of Brand Identification. Journal of Marketing, 2010, 74, 81-96.	11.3	136
24	Why Are Some Salespeople Better at Adapting to Organizational Change?. Journal of Marketing, 2010, 74, 65-79.	11.3	97
25	Be Careful What You Look for: The Effect of Trait Competitiveness and Long Hours on Salesperson Deviance and Whether Meaningfulness of Work Matters. Journal of Marketing Theory and Practice, 2010, 18, 303-321.	4.3	51
26	Managing sales teams in a virtual environment. International Journal of Research in Marketing, 2010, 27, 213-224.	4.2	68
27	The Role of Leaders in Internal Marketing. Journal of Marketing, 2009, 73, 123-145.	11.3	302
28	Impact of outsourcing on business-to-business marketing: An agenda for inquiry. Industrial Marketing Management, 2009, 38, 376-378.	6.7	10
29	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
30	A longitudinal cross-level model of leader and salesperson influences on sales force technology use and performance.. Journal of Applied Psychology, 2007, 92, 528-537.	5.3	87
31	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
32	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
33	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
34	The ABC's of ACB: Unveiling a clear and present danger in the sales force. Industrial Marketing Management, 2006, 35, 457-467.	6.7	41
35	Antecedents and Consequences of Customer-Company Identification: Expanding the Role of Relationship Marketing.. Journal of Applied Psychology, 2005, 90, 574-585.	5.3	776
36	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

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37	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
38	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. Journal of Marketing, 1998, 62, 87.	11.3	391
39	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. Journal of Marketing, 1998, 62, 87-98.	11.3	475
40	Organizational citizenship behavior and the quantity and quality of work group performance.. Journal of Applied Psychology, 1997, 82, 262-270.	5.3	1,087
41	Exploring the Dynamics of Antecedents to Consumer-Brand Identification with a New Brand. SSRN Electronic Journal, 0, , .	0.4	1
42	Be Careful What You Look for: The Effect of Trait Competitiveness and Long Hours on Salesperson Deviance and Whether Meaningfulness of Work Matters. SSRN Electronic Journal, 0, , .	0.4	0