

Haim Mano

List of Publications by Year in descending order

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14
papers

2,158
citations

840585

11
h-index

996849

15
g-index

15
all docs

15
docs citations

15
times ranked

1253
citing authors

#	ARTICLE	IF	CITATIONS
1	An inquiry into the supplier selection decision from the business-to-consumer (B2C) perspective. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 1221-1230.	1.8	13
2	The Role of Affective Brand Commitment on Sales Effort. <i>Journal of Marketing Theory and Practice</i> , 2017, 25, 257-273.	2.6	13
3	Firm Capabilities and Performance. <i>Chinese Economy</i> , 2013, 46, 86-104.	1.1	5
4	Inherent biases in decision support systems: the influence of optimistic and pessimistic DSS on choice, affect, and attitudes. <i>Journal of Behavioral Decision Making</i> , 2008, 21, 45-58.	1.0	12
5	Impact of Competitive Position on Export Propensity and Intensity: An Empirical Study of Manufacturing Firms in China. <i>Chinese Economy</i> , 2008, 41, 51-67.	1.1	14
6	Emotion and Consumption: Perspectives and Issues. <i>Motivation and Emotion</i> , 2004, 28, 107-120.	0.8	20
7	The influence of pre-existing negative affect on store purchase intentions. <i>Journal of Retailing</i> , 1999, 75, 149-172.	4.0	77
8	Affect and persuasion: The influence of pleasantness and arousal on attitude formation and message elaboration. <i>Psychology and Marketing</i> , 1997, 14, 315-335.	4.6	47
9	Affect and persuasion: The influence of pleasantness and arousal on attitude formation and message elaboration. <i>Psychology and Marketing</i> , 1997, 14, 315-335.	4.6	2
10	Risk-Taking, Framing Effects, and Affect. <i>Organizational Behavior and Human Decision Processes</i> , 1994, 57, 38-58.	1.4	173
11	Multi-attribute choice and affect: The influence of naturally occurring and manipulated moods on choice processes. <i>Journal of Behavioral Decision Making</i> , 1993, 6, 33-51.	1.0	90
12	Assessing the Dimensionality and Structure of the Consumption Experience: Evaluation, Feeling, and Satisfaction. <i>Journal of Consumer Research</i> , 1993, 20, 451.	3.5	1,452
13	Judgments under distress: Assessing the role of unpleasantness and arousal in judgment formation. <i>Organizational Behavior and Human Decision Processes</i> , 1992, 52, 216-245.	1.4	173
14	The Structure and Intensity of Emotional Experiences: Method and Context Convergence. <i>Multivariate Behavioral Research</i> , 1991, 26, 389-411.	1.8	65