

Kissan Joseph

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11577294/publications.pdf>

Version: 2024-02-01

15
papers

716
citations

1040056

9
h-index

1058476

14
g-index

15
all docs

15
docs citations

15
times ranked

465
citing authors

#	ARTICLE	IF	CITATIONS
1	Do CMO Incentives Matter? An Empirical Investigation of CMO Compensation and Its Impact on Firm Performance. <i>Management Science</i> , 2017, 63, 1993-2015.	4.1	36
2	Disentangling the market value of customer satisfaction: Evidence from market reaction to the unanticipated component of ACSI announcements. <i>International Journal of Research in Marketing</i> , 2013, 30, 168-178.	4.2	21
3	The Impact of Consumption Hassle on Pricing Schedules. <i>Managerial and Decision Economics</i> , 2013, 34, 1-14.	2.5	3
4	Forecasting abnormal stock returns and trading volume using investor sentiment: Evidence from online search. <i>International Journal of Forecasting</i> , 2011, 27, 1116-1127.	6.5	293
5	Sales force modeling: State of the field and research agenda. <i>Marketing Letters</i> , 2010, 21, 255-272.	2.9	64
6	A model of the role of free drug samples in physicians'™ prescription decisions. <i>Marketing Letters</i> , 2009, 20, 15-29.	2.9	20
7	Investigating pricing solutions to combat spam: Postage stamp and bonded senders. <i>Journal of Interactive Marketing</i> , 2008, 22, 21-35.	6.2	3
8	Price Delegation in Sales Organizations: An Empirical Investigation. <i>Business Research</i> , 2008, 1, 94-104.	4.0	41
9	Author Order and Research Quality. <i>Southern Economic Journal</i> , 2005, 71, 545-555.	2.1	2
10	On the Optimality of Delegating Pricing Authority to the Sales Force. <i>Journal of Marketing</i> , 2001, 65, 62-70.	11.3	88
11	Optimal Monitoring in Salesforce Control Systems. <i>Marketing Letters</i> , 1999, 10, 161-177.	2.9	4
12	Incentives and job redesign: the case of the personal selling function. <i>Managerial and Decision Economics</i> , 1999, 20, 205-216.	2.5	8
13	Monitoring and Incentives in Sales Organizations: An Agency-Theoretic Perspective. <i>Marketing Science</i> , 1998, 17, 107-123.	4.1	98
14	The impact of environmental uncertainty on the design of salesforce compensation plans. <i>Marketing Letters</i> , 1995, 6, 183-197.	2.9	29
15	Managerial Myopia and Non-Financial Measures: The Case of Customer Satisfaction Mitigating Hard-Selling. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6