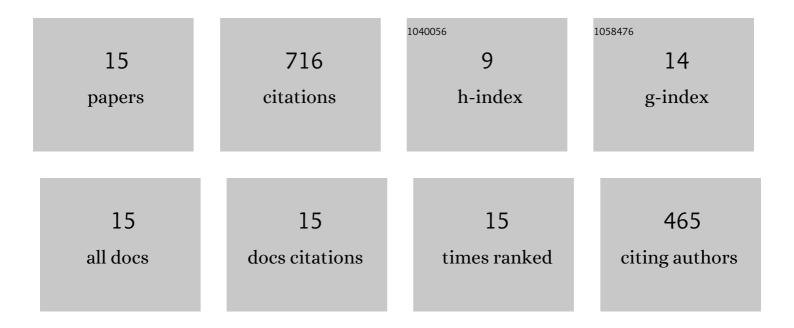
Kissan Joseph

List of Publications by Year in descending order

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