

# Amit Saini

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11757858/publications.pdf>

Version: 2024-02-01

13  
papers

675  
citations

1040056

9  
h-index

1125743

13  
g-index

14  
all docs

14  
docs citations

14  
times ranked

576  
citing authors

#	ARTICLE	IF	CITATIONS
1	Market-Focused Strategic Flexibility: Conceptual Advances and an Integrative Model. Journal of the Academy of Marketing Science, 2003, 31, 74-89.	11.2	284
2	Organizational Capabilities in E-Commerce: An Empirical Investigation of E-Brokerage Service Providers. Journal of the Academy of Marketing Science, 2005, 33, 360-375.	11.2	102
3	Dispersion of marketing capabilities: impact on marketing's influence and business unit outcomes. Journal of the Academy of Marketing Science, 2015, 43, 32-51.	11.2	67
4	Marketing Channels in Foreign Markets: Control Mechanisms and the Moderating Role of Multinational Corporation Headquarters's Subsidiary Relationship. Journal of Marketing Research, 2013, 50, 378-398.	4.8	56
5	Putting market-facing technology to work: Organizational drivers of CRM performance. Marketing Letters, 2010, 21, 365-383.	2.9	45
6	Purchasing Ethics and Inter-Organizational Buyer-Supplier Relational Determinants: A Conceptual Framework. Journal of Business Ethics, 2010, 95, 439-455.	6.0	41
7	Strategic Risk-Taking Propensity: The Role of Ethical Climate and Marketing Output Control. Journal of Business Ethics, 2009, 90, 593-606.	6.0	35
8	Marketing Channel Management by Multinational Corporations in Foreign Markets. Journal of Marketing, 2018, 82, 49-69.	11.3	18
9	Strategic Culture and Environmental Dimensions as Determinants of Anomie in Publicly-Traded and Privately-Held Firms. Business Ethics Quarterly, 2011, 21, 473-502.	1.5	14
10	Ethical Purchasing Dissonance: Antecedents and Coping Behaviors. Journal of Business Ethics, 2020, 163, 577-597.	6.0	6
11	Performance implications of marketing agreement, cooperation, and control in franchising. Journal of Marketing Theory and Practice, 2021, 29, 387-408.	4.3	4
12	Sales manager cost control engagement: antecedents and performance implications. Journal of Personal Selling and Sales Management, 2019, 39, 123-137.	2.8	2
13	Marketing Channel Management in Foreign Markets: Integrative Framework for Multinational Corporations. SSRN Electronic Journal, 0, , .	0.4	0