

Robert Dahlstrom

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11822223/publications.pdf>

Version: 2024-02-01

27
papers

1,241
citations

567281

15
h-index

580821

25
g-index

27
all docs

27
docs citations

27
times ranked

905
citing authors

#	ARTICLE	IF	CITATIONS
1	Role Stress and Effectiveness in Horizontal Alliances. <i>Journal of Marketing</i> , 2002, 66, 61-82.	11.3	317
2	A meta-analytic review of opportunism in exchange relationships. <i>Journal of the Academy of Marketing Science</i> , 2008, 36, 191-201.	11.2	181
3	An Empirical Investigation of Ex Post Transaction Costs in Franchised Distribution Channels. <i>Journal of Marketing Research</i> , 1999, 36, 160.	4.8	163
4	An exploratory investigation of interpersonal trust in new and mature market economies. <i>Journal of Retailing</i> , 1995, 71, 339-361.	6.2	104
5	Governance structures in the hotel industry. <i>Journal of Business Research</i> , 2009, 62, 841-847.	10.2	51
6	Examining the Role of Brand Equity in Business Markets: A Model, Research Propositions, and Managerial Implications. <i>Journal of Business-to-Business Marketing</i> , 1999, 5, 65-89.	1.5	50
7	Social networks and the adverse selection problem in agency relationships. <i>Journal of Business Research</i> , 2003, 56, 767-775.	10.2	44
8	Performance Implications of a Retail Purchasing Network: The Role of Social Capital. <i>Journal of Retailing</i> , 2010, 86, 310-321.	6.2	37
9	How to recover trust in the banking industry? A game theory approach to empirical analyses of bank and corporate customer relationships. <i>International Journal of Bank Marketing</i> , 2014, 32, 268-278.	6.4	34
10	A preliminary investigation of franchised oil distribution in Norway. <i>Journal of Retailing</i> , 1994, 70, 179-191.	6.2	33
11	Is dependent what we want to be? effects of incongruency. <i>Journal of Retailing</i> , 1998, 74, 247-271.	6.2	31
12	Strategic, Metric, and Methodological Trends in Marketing Research and Their Implications for Future Theory and Practice. <i>Journal of Marketing Theory and Practice</i> , 2008, 16, 139-152.	4.3	27
13	Toward understanding passive opportunism in dedicated channel relationships. <i>Marketing Letters</i> , 2013, 24, 353-368.	2.9	27
14	Environment, Structure and Performance in Interfirm Exchange. <i>Journal of Business-to-Business Marketing</i> , 1995, 2, 37-58.	1.5	25
15	Business-to-Business Antecedents to Retail Co-Branding. <i>Journal of Business-to-Business Marketing</i> , 2004, 11, 1-22.	1.5	21
16	Effectiveness of contracts in marketing exchange relationships: A meta-analytic review. <i>Industrial Marketing Management</i> , 2021, 92, 122-139.	6.7	18
17	Examining the Nomological Network of Opportunism: A Meta-Analysis. <i>Journal of Marketing Channels</i> , 2010, 17, 177-190.	0.4	16
18	The Psychology of Co-Branding Alliances: The Business-to-Business Relationship Outcomes of Role Stress. <i>Psychology and Marketing</i> , 2016, 33, 267-282.	8.2	12

#	ARTICLE	IF	CITATIONS
19	The Political Economy of Distribution Systems:. Journal of Marketing Channels, 1992, 2, 47-86.	0.4	9
20	Fairness Heuristics and the Fundamental Transformation in Interorganizational Relationships. Journal of Business-to-Business Marketing, 2011, 18, 313-334.	1.5	9
21	Comply or defy? An empirical investigation of change requests in buyer-supplier relationships. Journal of Business and Industrial Marketing, 2015, 30, 688-699.	3.0	9
22	The Political Economy of Distribution Systems:. Journal of Marketing Channels, 1993, 2, 29-42.	0.4	7
23	Franchising, local market characteristics and alcohol sales to minors. Journal of Business Research, 2015, 68, 2117-2124.	10.2	6
24	Assessments of equivocal salesperson behavior and their influences on the quality of buyer-seller relationships. Journal of Personal Selling and Sales Management, 2020, 40, 161-179.	2.8	6
25	A Model of Organizational Antecedents to Franchise Revenues. Journal of Marketing Channels, 2000, 7, 109-127.	0.4	4
26	Exploring the Role of Governance in Sustainable Franchised Distribution Channels. , 2011, , 839-847.		0
27	A Review of Benefits, Constraints, and Research Opportunities in the Markets for Voluntary Offset Investments. Journal of Sustainable Marketing, 0, , 72-82.	0.5	0