

Robert Dahlstrom

List of Publications by Year in descending order

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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	Effectiveness of contracts in marketing exchange relationships: A meta-analytic review. <i>Industrial Marketing Management</i> , 2021, 92, 122-139.	6.7	18
2	Assessments of equivocal salesperson behavior and their influences on the quality of buyer-seller relationships. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 161-179.	2.8	6
3	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
4	Comply or defy? An empirical investigation of change requests in buyer-supplier relationships. <i>Journal of Business and Industrial Marketing</i> , 2015, 30, 688-699.	3.0	9
5	Franchising, local market characteristics and alcohol sales to minors. <i>Journal of Business Research</i> , 2015, 68, 2117-2124.	10.2	6
6	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
7	Toward understanding passive opportunism in dedicated channel relationships. <i>Marketing Letters</i> , 2013, 24, 353-368.	2.9	27
8	Fairness Heuristics and the Fundamental Transformation in Interorganizational Relationships. <i>Journal of Business-to-Business Marketing</i> , 2011, 18, 313-334.	1.5	9
9	Exploring the Role of Governance in Sustainable Franchised Distribution Channels. , 2011, , 839-847.		0
10	Performance Implications of a Retail Purchasing Network: The Role of Social Capital. <i>Journal of Retailing</i> , 2010, 86, 310-321.	6.2	37
11	Examining the Nomological Network of Opportunism: A Meta-Analysis. <i>Journal of Marketing Channels</i> , 2010, 17, 177-190.	0.4	16
12	Governance structures in the hotel industry. <i>Journal of Business Research</i> , 2009, 62, 841-847.	10.2	51
13	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
14	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
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	Social networks and the adverse selection problem in agency relationships. <i>Journal of Business Research</i> , 2003, 56, 767-775.	10.2	44
17	Role Stress and Effectiveness in Horizontal Alliances. <i>Journal of Marketing</i> , 2002, 66, 61-82.	11.3	317
18	A Model of Organizational Antecedents to Franchise Revenues. <i>Journal of Marketing Channels</i> , 2000, 7, 109-127.	0.4	4

#	ARTICLE	IF	CITATIONS
19	An Empirical Investigation of Ex Post Transaction Costs in Franchised Distribution Channels. Journal of Marketing Research, 1999, 36, 160.	4.8	163
20	Examining the Role of Brand Equity in Business Markets: A Model, Research Propositions, and Managerial Implications. Journal of Business-to-Business Marketing, 1999, 5, 65-89.	1.5	50
21	Is dependent what we want to be? effects of incongruency. Journal of Retailing, 1998, 74, 247-271.	6.2	31
22	An exploratory investigation of interpersonal trust in new and mature market economies. Journal of Retailing, 1995, 71, 339-361.	6.2	104
23	Environment, Structure and Performance in Interfirm Exchange. Journal of Business-to-Business Marketing, 1995, 2, 37-58.	1.5	25
24	A preliminary investigation of franchised oil distribution in Norway. Journal of Retailing, 1994, 70, 179-191.	6.2	33
25	The Political Economy of Distribution Systems:. Journal of Marketing Channels, 1993, 2, 29-42.	0.4	7
26	The Political Economy of Distribution Systems:. Journal of Marketing Channels, 1992, 2, 47-86.	0.4	9
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