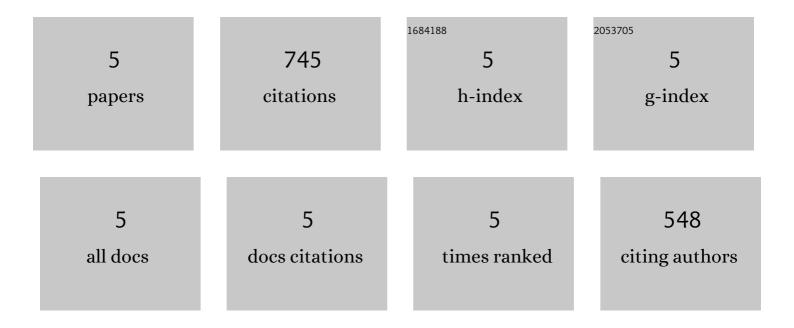
Bart Dietz

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/12017151/publications.pdf Version: 2024-02-01



RADT DIFTZ

#	Article	IF	CITATIONS
1	Drivers of sales performance: a contemporary meta-analysis. Have salespeople become knowledge brokers?. Journal of the Academy of Marketing Science, 2011, 39, 407-428.	11.2	430
2	Advancing Sales Performance Research: A Focus on Five UnderResearched Topic Areas. Journal of Personal Selling and Sales Management, 2012, 32, 89-105.	2.8	142
3	Outperforming whom? A multilevel study of performance-prove goal orientation, performance, and the moderating role of shared team identification Journal of Applied Psychology, 2015, 100, 1811-1824.	5.3	72
4	When Intelligence is (Dys)Functional for Achieving Sales Performance. Journal of Marketing, 2008, 72, 44-57.	11.3	56
5	When Intelligence Is (Dys)Functional for Achieving Sales Performance. Journal of Marketing, 2008, 72, 44-57.	11.3	45