

Bart Dietz

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12017151/publications.pdf>

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5
papers

745
citations

1684188

5
h-index

2053705

5
g-index

5
all docs

5
docs citations

5
times ranked

548
citing authors

#	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