

# Florian Kraus

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12057111/publications.pdf>

Version: 2024-02-01

7  
papers

284  
citations

1684188  
5  
h-index

1872680  
6  
g-index

7  
all docs

7  
docs citations

7  
times ranked

231  
citing authors

#	ARTICLE	IF	CITATIONS
1	When Sales Managers and Salespeople Disagree in the Appreciation for Their Firm: The Phenomenon of Organizational Identification Tension. <i>Journal of Retailing</i> , 2015, 91, 486-515.	6.2	28
2	Resolving conflict over salespeople's brand adoption in franchised channels of distribution. <i>Review of Managerial Science</i> , 2013, 7, 443-473.	7.1	7
3	It's a matter of congruence: How interpersonal identification between sales managers and salespersons shapes sales success. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 625-648.	11.2	72
4	Multiple Identification Foci and Their Countervailing Effects on Salespeople's Negative Headquarters Stereotypes. <i>Journal of Marketing</i> , 2012, 76, 1-20.	11.3	70
5	The Diffusion of Market Orientation Throughout the Organization: A Social Learning Theory Perspective. <i>Journal of Marketing</i> , 2010, 74, 61-79.	11.3	83
6	Employment Effects of Publicly Financed Training Programs – The East German Experience / Beschäftigungseffekte von Fortbildungs- und Umschulungsmaßnahmen in Ostdeutschland. <i>Jahrbucher Fur Nationalökonomie Und Statistik</i> , 1999, 219, 216-248.	0.7	15
7	Do public works programs work in Eastern Germany?. <i>Research in Labor Economics</i> , 0, , 275-313.	0.6	9