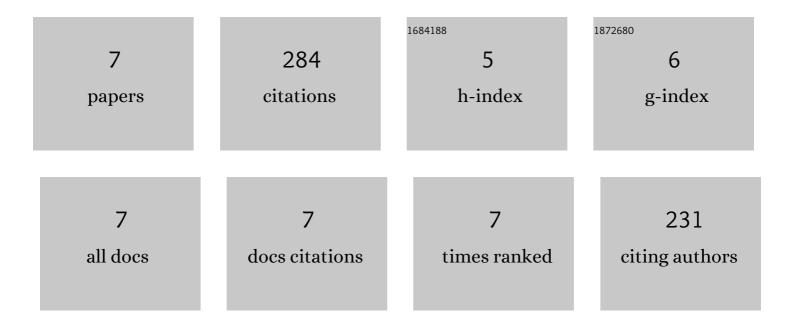
Florian Kraus

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/12057111/publications.pdf Version: 2024-02-01



FLODIAN KDALLS

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