

# Scott B Mackenzie

## List of Publications by Year in descending order

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55  
papers

87,594  
citations

47006  
47  
h-index

182427  
51  
g-index

55  
all docs

55  
docs citations

55  
times ranked

36134  
citing authors

#	ARTICLE	IF	CITATIONS
1	Research on Organizational Citizenship Behavior: Where Do We Go From Here?. , 2018, , .		2
2	Observation versus Perception in the Conceptualization and Measurement of Participation Equality in Computer-Mediated Communication. Decision Sciences, 2018, 49, 593-624.	4.5	4
3	Individual- and Organizational-Level Consequences of Organizational Citizenship Behaviors. , 2017, , .		4
4	Multilevel Antecedents of Organizational Citizenship Behavior: A Review and Recommendations for Future Research. , 2017, , .		2
5	Organizational Citizenship Behavior: Introduction and Overview of the Handbook. , 2016, , .		3
6	Recommendations for Creating Better Concept Definitions in the Organizational, Behavioral, and Social Sciences. Organizational Research Methods, 2016, 19, 159-203.	9.1	359
7	Consequences of unit-level organizational citizenship behaviors: A review and recommendations for future research. Journal of Organizational Behavior, 2014, 35, S87-S119.	4.7	246
8	Are we really measuring what we say we're measuring? Using video techniques to supplement traditional construct validation procedures.. Journal of Applied Psychology, 2013, 98, 99-113.	5.3	67
9	Sources of Method Bias in Social Science Research and Recommendations on How to Control It. Annual Review of Psychology, 2012, 63, 539-569.	17.7	9,037
10	Common Method Bias in Marketing: Causes, Mechanisms, and Procedural Remedies. Journal of Retailing, 2012, 88, 542-555.	6.2	1,659
11	CHALLENGE-ORIENTED ORGANIZATIONAL CITIZENSHIP BEHAVIORS AND ORGANIZATIONAL EFFECTIVENESS: DO CHALLENGE-ORIENTED BEHAVIORS REALLY HAVE AN IMPACT ON THE ORGANIZATION'S BOTTOM LINE?. Personnel Psychology, 2011, 64, 559-592.	2.8	206
12	The Role of Consensus in Sales Team Performance. Journal of Marketing Research, 2010, 47, 458-469.	4.8	99
13	Scholarly Influence in the Field of Management: A Bibliometric Analysis of the Determinants of University and Author Impact in the Management Literature in the Past Quarter Century. Journal of Management, 2008, 34, 641-720.	9.3	385
14	Modeling the Determinants and Effects of Creativity in Advertising. Marketing Science, 2007, 26, 819-833.	4.1	204
15	Relationships between leader reward and punishment behavior and subordinate attitudes, perceptions, and behaviors: A meta-analytic review of existing and new research. Organizational Behavior and Human Decision Processes, 2006, 99, 113-142.	2.5	320
16	Customer-oriented boundary-spanning behaviors: Test of a social exchange model of antecedents. Journal of Retailing, 2005, 81, 141-157.	6.2	170
17	The influence of management journals in the 1980s and 1990s. Strategic Management Journal, 2005, 26, 473-488.	7.3	651
18	The Problem of Measurement Model Misspecification in Behavioral and Organizational Research and Some Recommended Solutions.. Journal of Applied Psychology, 2005, 90, 710-730.	5.3	1,274

#	ARTICLE	IF	CITATIONS
19	Un examen critique des indicateurs de construit et des erreurs de spécification des modèles de mesure dans la recherche en marketing et en comportement du consommateur. Recherche Et Applications En Marketing, 2004, 19, 73-97.	0.5	19
20	The Dangers of Poor Construct Conceptualization. Journal of the Academy of Marketing Science, 2003, 31, 323-326.	11.2	300
21	The mismeasure of man(agement) and its implications for leadership research. Leadership Quarterly, 2003, 14, 615-656.	5.8	303
22	Common method biases in behavioral research: A critical review of the literature and recommended remedies.. Journal of Applied Psychology, 2003, 88, 879-903.	5.3	50,127
23	Opportunities for Improving Consumer Research through Latent Variable Structural Equation Modeling. Journal of Consumer Research, 2001, 28, 159-166.	5.1	159
24	Transformational and Transactional Leadership and Salesperson Performance. Journal of the Academy of Marketing Science, 2001, 29, 115-134.	11.2	590
25	Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. Journal of Management, 2000, 26, 513-563.	9.3	3,702
26	Do Citizenship Behaviors Matter More for Managers Than for Salespeople?. Journal of the Academy of Marketing Science, 1999, 27, 396-410.	11.2	186
27	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. Journal of Marketing, 1998, 62, 87.	11.3	391
28	Context is Key: The Effect of Program-Induced Mood on Thoughts about the Ad. Journal of Advertising, 1998, 27, 17-31.	6.6	136
29	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. Journal of Marketing, 1998, 62, 87-98.	11.3	475
30	Organizational citizenship behavior and the quantity and quality of work group performance.. Journal of Applied Psychology, 1997, 82, 262-270.	5.3	1,087
31	Moderating effects of goal acceptance on the relationship between group cohesiveness and productivity.. Journal of Applied Psychology, 1997, 82, 974-983.	5.3	74
32	Impact of Organizational Citizenship Behavior on Organizational Performance: A Review and Suggestion for Future Research. Human Performance, 1997, 10, 133-151.	2.4	880
33	Kerr and Jermier's substitutes for leadership model: Background, empirical assessment, and suggestions for future research. Leadership Quarterly, 1997, 8, 117-132.	5.8	50
34	Transformational leader behaviors and substitutes for leadership as determinants of employee satisfaction, commitment, trust, and organizational citize. Journal of Management, 1996, 22, 259-298.	9.3	398
35	Transformational Leader Behaviors and Substitutes for Leadership as Determinants of Employee Satisfaction, Commitment, Trust, and Organizational Citizenship Behaviors. Journal of Management, 1996, 22, 259-298.	9.3	950
36	Meta-analysis of the relationships between Kerr and Jermier's substitutes for leadership and employee job attitudes, role perceptions, and performance.. Journal of Applied Psychology, 1996, 81, 380-399.	5.3	301

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37	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. Personnel Psychology, 1995, 48, 587-605.	2.8	494
38	Searching for a Needle in a Haystack: Trying to Identify the Illusive Moderators of Leadership Behaviors. Journal of Management, 1995, 21, 422-470.	9.3	79
39	An examination of substitutes for leadership within a levels-of-analysis framework. Leadership Quarterly, 1995, 6, 289-328.	5.8	60
40	Organizational Citizenship Behaviors and Sales Unit Effectiveness. Journal of Marketing Research, 1994, 31, 351-363.	4.8	502
41	Organizational Citizenship Behaviors and Sales Unit Effectiveness. Journal of Marketing Research, 1994, 31, 351.	4.8	490
42	An examination of the psychometric properties and nomological validity of some revised and reduced substitutes for leadership scales.. Journal of Applied Psychology, 1994, 79, 702-713.	5.3	215
43	Do Substitutes for Leadership Really Substitute for Leadership? An Empirical Examination of Kerr and Jermier's Situational Leadership Model. Organizational Behavior and Human Decision Processes, 1993, 54, 1-44.	2.5	177
44	Citizenship behavior and fairness in organizations: Issues and directions for future research. Employee Responsibilities and Rights Journal, 1993, 6, 257-269.	1.4	48
45	Substitutes for leadership and the management of professionals. Leadership Quarterly, 1993, 4, 1-44.	5.8	122
46	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. Journal of Marketing, 1993, 57, 70.	11.3	256
47	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. Journal of Marketing, 1993, 57, 70-80.	11.3	431
48	How Does Motivation Moderate the Impact of Central and Peripheral Processing on Brand Attitudes and Intentions?. Journal of Consumer Research, 1992, 18, 519.	5.1	217
49	Organizational citizenship behavior and objective productivity as determinants of managerial evaluations of salespersons' performance. Organizational Behavior and Human Decision Processes, 1991, 50, 123-150.	2.5	593
50	Transformational leader behaviors and their effects on followers' trust in leader, satisfaction, and organizational citizenship behaviors. Leadership Quarterly, 1990, 1, 107-142.	5.8	3,832
51	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. Journal of Marketing, 1989, 53, 48-65.	11.3	1,564
52	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. Journal of Marketing, 1989, 53, 48.	11.3	972
53	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. Journal of Marketing Research, 1986, 23, 130.	4.8	1,094
54	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. Journal of Marketing Research, 1986, 23, 130-143.	4.8	1,390

#	ARTICLE	IF	CITATIONS
55	The Role of Attention in Mediating the Effect of Advertising on Attribute Importance. Journal of Consumer Research, 1986, 13, 174.	5.1	238