

Scott B Mackenzie

List of Publications by Year in descending order

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55
papers

87,594
citations

53939

47
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206121

51
g-index

55
all docs

55
docs citations

55
times ranked

40613
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.	3.2	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.	5.6	359
7	Consequences of unit-level organizational citizenship behaviors: A review and recommendations for future research. Journal of Organizational Behavior, 2014, 35, S87-S119.	2.9	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.	4.2	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.	9.9	9,037
10	Common Method Bias in Marketing: Causes, Mechanisms, and Procedural Remedies. Journal of Retailing, 2012, 88, 542-555.	4.0	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.	2.2	206
12	The Role of Consensus in Sales Team Performance. Journal of Marketing Research, 2010, 47, 458-469.	3.0	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.	6.3	385
14	Modeling the Determinants and Effects of Creativity in Advertising. Marketing Science, 2007, 26, 819-833.	2.7	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.	1.4	320
16	Customer-oriented boundary-spanning behaviors: Test of a social exchange model of antecedents. Journal of Retailing, 2005, 81, 141-157.	4.0	170
17	The influence of management journals in the 1980s and 1990s. Strategic Management Journal, 2005, 26, 473-488.	4.7	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.	4.2	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. <i>Recherche Et Applications En Marketing</i> , 2004, 19, 73-97.	0.2	19
20	The Dangers of Poor Construct Conceptualization. <i>Journal of the Academy of Marketing Science</i> , 2003, 31, 323-326.	7.2	300
21	The mismeasure of man(agement) and its implications for leadership research. <i>Leadership Quarterly</i> , 2003, 14, 615-656.	3.6	303
22	Common method biases in behavioral research: A critical review of the literature and recommended remedies.. <i>Journal of Applied Psychology</i> , 2003, 88, 879-903.	4.2	50,127
23	Opportunities for Improving Consumer Research through Latent Variable Structural Equation Modeling. <i>Journal of Consumer Research</i> , 2001, 28, 159-166.	3.5	159
24	Transformational and Transactional Leadership and Salesperson Performance. <i>Journal of the Academy of Marketing Science</i> , 2001, 29, 115-134.	7.2	590
25	Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. <i>Journal of Management</i> , 2000, 26, 513-563.	6.3	3,702
26	Do Citizenship Behaviors Matter More for Managers Than for Salespeople?. <i>Journal of the Academy of Marketing Science</i> , 1999, 27, 396-410.	7.2	186
27	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , 1998, 62, 87.	7.0	391
28	Context is Key: The Effect of Program-Induced Mood on Thoughts about the Ad. <i>Journal of Advertising</i> , 1998, 27, 17-31.	4.1	136
29	Some Possible Antecedents and Consequences of In-Role and Extra-Role Salesperson Performance. <i>Journal of Marketing</i> , 1998, 62, 87-98.	7.0	475
30	Organizational citizenship behavior and the quantity and quality of work group performance.. <i>Journal of Applied Psychology</i> , 1997, 82, 262-270.	4.2	1,087
31	Moderating effects of goal acceptance on the relationship between group cohesiveness and productivity.. <i>Journal of Applied Psychology</i> , 1997, 82, 974-983.	4.2	74
32	Impact of Organizational Citizenship Behavior on Organizational Performance: A Review and Suggestion for Future Research. <i>Human Performance</i> , 1997, 10, 133-151.	1.4	880
33	Kerr and Jermier's substitutes for leadership model: Background, empirical assessment, and suggestions for future research. <i>Leadership Quarterly</i> , 1997, 8, 117-132.	3.6	50
34	Transformational leader behaviors and substitutes for leadership as determinants of employee satisfaction, commitment, trust, and organizational citize. <i>Journal of Management</i> , 1996, 22, 259-298.	6.3	398
35	Transformational Leader Behaviors and Substitutes for Leadership as Determinants of Employee Satisfaction, Commitment, Trust, and Organizational Citizenship Behaviors. <i>Journal of Management</i> , 1996, 22, 259-298.	6.3	950
36	Meta-analysis of the relationships between Kerr and Jermier's substitutes for leadership and employee job attitudes, role perceptions, and performance.. <i>Journal of Applied Psychology</i> , 1996, 81, 380-399.	4.2	301

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37	ON THE INTERCHANGEABILITY OF OBJECTIVE AND SUBJECTIVE MEASURES OF EMPLOYEE PERFORMANCE: A META-ANALYSIS. <i>Personnel Psychology</i> , 1995, 48, 587-605.	2.2	494
38	Searching for a Needle in a Haystack: Trying to Identify the Illusive Moderators of Leadership Behaviors. <i>Journal of Management</i> , 1995, 21, 422-470.	6.3	79
39	An examination of substitutes for leadership within a levels-of-analysis framework. <i>Leadership Quarterly</i> , 1995, 6, 289-328.	3.6	60
40	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , 1994, 31, 351-363.	3.0	502
41	Organizational Citizenship Behaviors and Sales Unit Effectiveness. <i>Journal of Marketing Research</i> , 1994, 31, 351.	3.0	490
42	An examination of the psychometric properties and nomological validity of some revised and reduced substitutes for leadership scales.. <i>Journal of Applied Psychology</i> , 1994, 79, 702-713.	4.2	215
43	Do Substitutes for Leadership Really Substitute for Leadership? An Empirical Examination of Kerr and Jermier's Situational Leadership Model. <i>Organizational Behavior and Human Decision Processes</i> , 1993, 54, 1-44.	1.4	177
44	Citizenship behavior and fairness in organizations: Issues and directions for future research. <i>Employee Responsibilities and Rights Journal</i> , 1993, 6, 257-269.	0.6	48
45	Substitutes for leadership and the management of professionals. <i>Leadership Quarterly</i> , 1993, 4, 1-44.	3.6	122
46	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , 1993, 57, 70.	7.0	256
47	The Impact of Organizational Citizenship Behavior on Evaluations of Salesperson Performance. <i>Journal of Marketing</i> , 1993, 57, 70-80.	7.0	431
48	How Does Motivation Moderate the Impact of Central and Peripheral Processing on Brand Attitudes and Intentions?. <i>Journal of Consumer Research</i> , 1992, 18, 519.	3.5	217
49	Organizational citizenship behavior and objective productivity as determinants of managerial evaluations of salespersons' performance. <i>Organizational Behavior and Human Decision Processes</i> , 1991, 50, 123-150.	1.4	593
50	Transformational leader behaviors and their effects on followers' trust in leader, satisfaction, and organizational citizenship behaviors. <i>Leadership Quarterly</i> , 1990, 1, 107-142.	3.6	3,832
51	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. <i>Journal of Marketing</i> , 1989, 53, 48-65.	7.0	1,564
52	An Empirical Examination of the Structural Antecedents of Attitude toward the Ad in an Advertising Pretesting Context. <i>Journal of Marketing</i> , 1989, 53, 48.	7.0	972
53	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. <i>Journal of Marketing Research</i> , 1986, 23, 130.	3.0	1,094
54	The Role of Attitude toward the Ad as a Mediator of Advertising Effectiveness: A Test of Competing Explanations. <i>Journal of Marketing Research</i> , 1986, 23, 130-143.	3.0	1,390

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55	The Role of Attention in Mediating the Effect of Advertising on Attribute Importance. Journal of Consumer Research, 1986, 13, 174.	3.5	238