

# Steven W Hartley

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12126520/publications.pdf>

Version: 2024-02-01

7  
papers

1,707  
citations

1684188

5  
h-index

1872680

6  
g-index

7  
all docs

7  
docs citations

7  
times ranked

509  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Determinants of Salesperson Performance: A Meta-Analysis. <i>Journal of Marketing Research</i> , 1985, 22, 103-118.	4.8	789
2	The Determinants of Salesperson Performance: A Meta-Analysis. <i>Journal of Marketing Research</i> , 1985, 22, 103.	4.8	745
3	A path-analytic study of a model of salesperson performance. <i>Journal of the Academy of Marketing Science</i> , 1986, 14, 36-46.	11.2	131
4	How buyers view industrial salespeople. <i>Industrial Marketing Management</i> , 1989, 18, 73-80.	6.7	21
5	A Path-Analytic Study of a Model of Salesperson Performance. <i>Journal of the Academy of Marketing Science</i> , 1986, 14, 36-46.	11.2	16
6	Exploring Antecedents of Performance Differences on Visual and Verbal Test Items: Learning Styles Versus Aptitude. <i>Marketing Education Review</i> , 2015, 25, 205-214.	1.3	3
7	Wellness in business education: The convergence of theory, practice, and lifestyle. <i>Journal of Education for Business</i> , 2019, 94, 271-278.	1.6	2