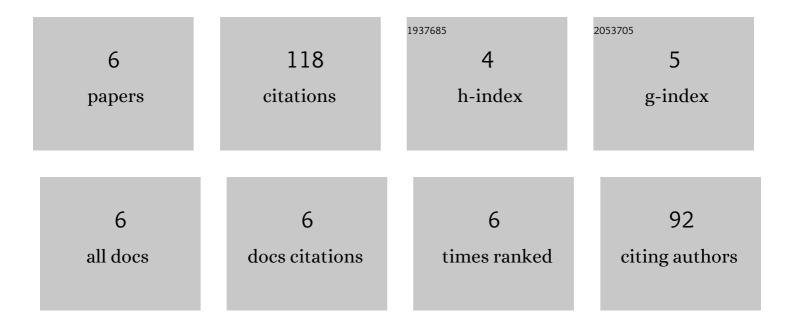
Aditya Gupta

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/12140879/publications.pdf Version: 2024-02-01



Δριτνλ Οματλ

#	Article	IF	CITATIONS
1	Mobility of Top Marketing and Sales Executives in Business-to-Business Markets: A Social Network Perspective. Journal of Marketing Research, 2017, 54, 650-670.	4.8	44
2	Within-Seller and Buyer–Seller Network Structures and Key Account Profitability. Journal of Marketing, 2019, 83, 108-132.	11.3	43
3	Continuous techno-training and business-to-business salesperson success: How boosting techno-efficacy enhances sales effort and performance. Journal of Business Research, 2021, 133, 66-78.	10.2	15
4	The pull-to-stay effect: influence of sales managers' leadership worthiness on salesperson turnover intentions. Journal of Personal Selling and Sales Management, 2021, 41, 39-55.	2.8	13
5	The impact of social capital and transaction efficacy on salesperson performance. Production and Operations Management, 2022, 31, 3525-3542.	3.8	3
6	A Social Network Research Paradigm for Marketing: A Review and Research Agenda. Review of Marketing Research, 2021, , 233-261.	0.2	0