

Aditya Gupta

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12140879/publications.pdf>

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6
papers

118
citations

1937685

4
h-index

2053705

5
g-index

6
all docs

6
docs citations

6
times ranked

92
citing authors

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