

Christian Schmitz

List of Publications by Year in descending order

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17
papers

784
citations

840776

11
h-index

888059

17
g-index

17
all docs

17
docs citations

17
times ranked

621
citing authors

#	ARTICLE	IF	CITATIONS
1	The role of salespeople in industrial servitization: How to manage diminishing profit returns from salespeople's increasing industrial service shares. <i>International Journal of Research in Marketing</i> , 2022, 39, 1235-1252.	4.2	6
2	Customer-oriented salespeople's value creation and claiming in price negotiations. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 689-712.	11.2	8
3	When do forecasts fail and when not? Contingencies affecting the accuracy of sales managers' forecast regarding the future business situation. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 218-232.	2.8	2
4	How the introduction of digital sales channels affects salespeople in business-to-business contexts: a qualitative inquiry. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 150-166.	2.8	25
5	Price negotiating for services: elucidating the ambivalent effects on customers' negotiation aspirations. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 165-185.	11.2	15
6	When do customers perceive customer centricity? The role of a firm's and salespeople's customer orientation. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 25-42.	2.8	52
7	Understanding the Impact of Relationship Disruptions. <i>Journal of Marketing</i> , 2020, 84, 66-87.	11.3	37
8	Do salespeople matter in competitive tenders?. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 370-385.	2.8	4
9	When Do Customers Get What They Expect? Understanding the Ambivalent Effects of Customers' Service Expectations on Satisfaction. <i>Journal of Service Research</i> , 2016, 19, 361-379.	12.2	47
10	Is more always better? An investigation into the relationship between marketing influence and managers' market intelligence dissemination. <i>International Journal of Research in Marketing</i> , 2015, 32, 179-186.	4.2	13
11	Managing Customer and Organizational Complexity in Sales Organizations. <i>Journal of Marketing</i> , 2014, 78, 59-77.	11.3	120
12	Cross-Selling Performance in Complex Selling Contexts: An Examination of Supervisory- and Compensation-Based Controls. <i>Journal of Marketing</i> , 2014, 78, 1-19.	11.3	318
13	Group influences of selling teams on industrial salespeople's cross-selling behavior. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 55-72.	11.2	61
14	Cross-Divisional Orientation: Antecedents and Effects on Cross-Selling Success. <i>Journal of Business-to-Business Marketing</i> , 2011, 18, 253-275.	1.5	14
15	Steering sales reps through cost information: An investigation into the black box of cognitive references and negotiation behavior. <i>International Journal of Research in Marketing</i> , 2010, 27, 69-82.	4.2	37
16	Off-label drug use "price analysis for Avastin" in ophthalmology. <i>International Journal of Pharmaceutical and Healthcare Marketing</i> , 2009, 3, 59-73.	1.3	2
17	Satisfaction in International Marketing Channels. <i>Journal of Marketing Channels</i> , 2007, 14, 5-39.	0.4	23