

Claudio Sampaio

List of Publications by Year in descending order

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83
papers

1,156
citations

430442

18
h-index

454577

30
g-index

83
all docs

83
docs citations

83
times ranked

943
citing authors

#	ARTICLE	IF	CITATIONS
1	Construal level theory e comportamento do consumidor: uma d�cada de estudos e novas possibilidades de pesquisa. Revista Brasileira De Marketing, 2022, 21, 1060-1125.	0.1	2
2	Satisfaction in sports: a meta-analytic study. Marketing Intelligence and Planning, 2021, 39, 408-423.	2.1	3
3	Is it easy to get slim? Intention to use slimming products. Revista Brasileira De Marketing, 2021, 20, 362-384.	0.1	1
4	Propensity for technological adoption: an analysis of effects size in the banking sector. Behaviour and Information Technology, 2020, 39, 1341-1355.	2.5	4
5	Customer engagement in social media: a framework and meta-analysis. Journal of the Academy of Marketing Science, 2020, 48, 1211-1228.	7.2	191
6	Effects of perceived retail crowding: a meta-analytic study. International Review of Retail, Distribution and Consumer Research, 2020, 30, 411-436.	1.3	12
7	The Effects of Sales Promotions on Mobile Banking a Cross-Cultural Study. Journal of Promotion Management, 2020, 26, 350-371.	2.4	7
8	Customer orientation and financial performance relationship: the mediating role of innovative capability. Gest�o & Produ�o, 2020, 27, .	0.5	1
9	Relations in Virtual Education: A study on the antecedents of loyalty. RIED: Revista Iberoamericana De Educaci�n A Distancia, 2019, 22, 289.	0.8	0
10	A meta-analytical study of technological acceptance in banking contexts. International Journal of Bank Marketing, 2019, 37, 755-774.	3.6	19
11	Antecedents and consequences of impulse buying: a meta-analytic study. RAUSP Management Journal, 2019, 54, 178-204.	0.8	38
12	Behaviour-Based and Outcome-Based Control Systems: A Meta-Analytic Study. Canadian Journal of Administrative Sciences, 2019, 36, 149-162.	0.9	14
13	Concreto ou abstrato? Um esquema conceitual das representa�es mentais da economia compartilhada. Teoria E Pr�tica Em Administra�o, 2019, 9, 105-118.	0.1	0
14	Inova�o Aberta e o Desenvolvimento de Novos Produtos: uma An�lise de Cocita�es. Desenvolvimento Em Quest�o, 2019, 17, 195-216.	0.0	2
15	The brand experience extended model: a meta-analysis. Journal of Brand Management, 2018, 25, 519-535.	2.0	54
16	Food Package Familiarity and Perceived Amount of Verbal Information: The Moderating Effect of Frugal Behavior. Journal of International Food and Agribusiness Marketing, 2018, 30, 323-342.	1.0	2
17	Construal level and collaborative consumption: An�exploratory approach. International Journal of Consumer Studies, 2018, 42, 264-273.	7.2	18
18	Tourists' perceived value and destination revisit intentions: The moderating effect of domain-specific innovativeness. International Journal of Tourism Research, 2018, 20, 277-285.	2.1	38

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19	Susceptibility to Advertising and Perceived Friend Norms: A Meta-Analysis of Materialism in Youths â€œMeta-Analysis of Materialism in Youthsâ€, Journal of Promotion Management, 2018, 24, 178-197.	2.4	4
20	The moderating effect of managers' leadership behavior on salespeople's self-efficacy. Journal of Retailing and Consumer Services, 2018, 40, 150-162.	5.3	28
21	Effects of belief in luck on the attractiveness of loyalty programmes. Journal of Consumer Behaviour, 2018, 17, 107-122.	2.6	4
22	Online banking services: a meta-analytic review and assessment of the impact of antecedents and consequents on satisfaction. Journal of Financial Services Marketing, 2018, 23, 168-178.	2.2	7
23	The role of satisfaction in fashion marketing: a meta-analysis. Journal of Global Fashion Marketing, 2018, 9, 305-321.	2.4	14
24	A influÃªncia da InformaÃ§Ã£o Nutricional em Alimentos e Bebidas na IntenÃ§Ã£o de Compra de Jovens Consumidores. Revista De AdministraÃ§Ã£o IMED, 2018, 8, 203.	0.1	1
25	Non-monetary sales promotion effects on credit cards. Journal of Financial Services Marketing, 2017, 22, 3-13.	2.2	6
26	Student satisfaction in higher education: a meta-analytic study. Journal of Marketing for Higher Education, 2017, 27, 1-18.	2.3	95
27	Apps for mobile banking and customer satisfaction: a cross-cultural study. International Journal of Bank Marketing, 2017, 35, 1133-1153.	3.6	80
28	ANÃLISE DA QUALIDADE DOS ARTIGOS CIENTÃFICOS DA ÃREA DE MARKETING PUBLICADOS NO BRASIL: AS PESQUISAS SURVEY NA DÃ%CADA DE 2000. REAd: Revista EletrÃnica De AdministraÃ§Ã£o, 2017, 23, 54-87.	0.1	1
29	Uma anÃlise dos significados de consumo de vinho no contexto de uma confraria feminina. Revista De AdministraÃ§Ã£o Da UFSM, 2017, 10, 265-287.	0.1	0
30	The role of Agility and Institutional Barriers in the relationship between Learning Orientation and Performance. REBRAE - Revista Brasileira De Estrategia, 2017, 10, .	0.1	0
31	The nature of the Entrepreneurial Orientation influence in performance in different landscapes. Proceedings - Academy of Management, 2017, 2017, 14429.	0.0	0
32	Meta-analysis of the antecedent and consequent constructs of materialism. Revista Brasileira De Gestao De Negocios, 2017, , 538-556.	0.2	2
33	Network Effects on Radical Innovation and Financial Performance: An Open-mindedness Approach. BAR - Brazilian Administration Review, 2016, 13, .	0.4	11
34	Experiential value and domain-specific innovativeness during freemium game usage: effects on child well-being. Young Consumers, 2016, 17, 64-77.	2.3	7
35	Meta-Analysis of the Long- and Short-Term Effects of Sales Promotions on Consumer Behavior. Journal of Promotion Management, 2016, 22, 425-442.	2.4	43
36	Domain-specific innovativeness: a meta-analysis in business and consumer. RAI: Revista De AdministraÃ§Ã£o E InovaÃ§Ã£o, 2016, 13, 99-106.	0.8	9

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37	A meta-analysis of satisfaction in the banking sector. <i>International Journal of Bank Marketing</i> , 2016, 34, 798-820.	3.6	23
38	A Meta-Analysis of the Antecedents and Consequences of Satisfaction in Tourism and Hospitality. <i>Journal of Hospitality Marketing and Management</i> , 2016, 25, 975-1009.	5.1	56
39	The antecedents of export performance of Brazilian small and medium-sized enterprises (SMEs): The non-linear effects of customer orientation. <i>International Small Business Journal</i> , 2016, 34, 701-727.	2.9	18
40	O efeito da turbulência tecnológica no sucesso de novos produtos. <i>Estudos Do CEPE</i> , 2016, , 119.	0.0	0
41	As Variáveis Relacionadas à Escolha do Modo de Entrada em Mercados Internacionais. <i>Revista De Administração De Roraima</i> , 2016, 6, 245.	0.1	0
42	An analysis of the influence of discount sales promotion in consumer buying intent and the moderating effects of attractiveness. <i>RAUSP: Revista De Administração Da Universidade De São Paulo</i> , 2015, 50, 416-431.	1.0	18
43	CAPACIDADES DINÂMICAS BASEADAS EM CONHECIMENTO E TIPOS DE INOVAÇÃO: PROPOSIÇÃO DE UM FRAMEWORK DE ANÁLISE. <i>RAI: Revista De Administração E Inovação</i> , 2015, 12, 271.	0.8	1
44	Moderating Effects of Sales Promotion Types. <i>BAR - Brazilian Administration Review</i> , 2015, 12, 169-189.	0.4	14
45	Perception of value, attractiveness and purchase intention: revisiting promotion techniques sale. <i>Revista Brasileira De Gestao De Negocios</i> , 2015, , 1173-1192.	0.2	1
46	How price bundling affects football ticket purchases and consumption behaviour. <i>International Journal of Sports Marketing and Sponsorship</i> , 2015, 16, 35-51.	0.8	7
47	Learning Orientation and Radical Innovation as Antecedents of Business Performance. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2015, , 15-16.	0.1	0
48	Qualidade Percebida do Autosserviço Online: Validação da Escala e-SELFQUAL no Contexto Brasileiro. <i>Revista Brasileira De Marketing</i> , 2015, 14, 138-153.	0.1	1
49	Validação de instrumento quantitativo sobre consumo de exclusividade em uma tribo urbana em Porto Alegre. <i>Revista De Administração Da UFSM</i> , 2015, 7, 469-485.	0.1	0
50	O Papel do Envolvimento e do Orgulho nas Decisões de Consumo de Pacotes de Preços: Um Estudo com Ingressos de Futebol no Brasil. <i>Podium</i> , 2015, 4, 113-123.	0.0	0
51	Promoção de vendas: uma análise dos fatores influenciadores da intenção de compra de um produto em desconto. <i>Revista Pensamento Contemporâneo Em Administração</i> , 2015, 9, 23.	0.2	5
52	Entrepreneurial capacities as antecedents of business performance in Brazilian firms. <i>Canadian Journal of Administrative Sciences</i> , 2014, 31, 90-103.	0.9	13
53	Diga-Me no que Andas e te Direi Quem És: Aspectos de Influência nos Jovens da Classe C Brasileira para Adquirir Automóveis. <i>Revista Brasileira De Marketing</i> , 2014, 13, 17-35.	0.1	2
54	PESQUISA CIENTÍFICA NA ÁREA DE DESENVOLVIMENTO DE PRODUTOS: UMA ANÁLISE METODOLÓGICA DOS ARTIGOS PUBLICADOS NOS PRINCIPAIS JOURNALS ENTRE 1987 E 2011. <i>RACE: Revista De Administração, Contabilidade E Economia</i> , 2014, 12, 573.	0.1	0

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55	What Motivates Brazilian Academic Researchers to Transfer Technology?. Journal of Technology Management and Innovation, 2013, 8, 13-14.	0.5	36
56	ANÁLISE DO MERCADO DE CALÇADOS NA UTILIZAÇÃO DAS MARCAS PRÓPRIAS: UMA VERIFICAÇÃO MULTICASOS SOB A PERSPECTIVA DOS FABRICANTES. Contextus - Revista Contemporânea De Economia E Gestão, 2013, 9, .	0.1	0
57	Patent Applications on Representative Sectors of Biotechnology in Brazil: an Analysis of the Last Decade. Journal of Technology Management and Innovation, 2013, 8, 15-16.	0.5	1
58	Análise da medição da capacidade de inovação em mercado. REBRAE - Revista Brasileira De Estrategia, 2013, 6, 251.	0.1	0
59	Modeling antecedents of student loyalty in higher education. Journal of Marketing for Higher Education, 2012, 22, 101-116.	2.3	34
60	Students' trust, value and loyalty: evidence from higher education in Brazil. Journal of Marketing for Higher Education, 2012, 22, 83-100.	2.3	33
61	Organizational Factors that Affect the University-Industry Technology Transfer Processes of a Private University. Journal of Technology Management and Innovation, 2012, 7, 104-117.	0.5	7
62	Intervenientes na transferência de tecnologia universidade-empresa: o caso PUCRS. RAC: Revista De Administração Contemporânea, 2012, 16, 59-78.	0.1	25
63	Pesquisa científica da área de marketing no Brasil: uma revisão da primeira década do século 21. RAC: Revista De Administração Contemporânea, 2012, 16, 459-478.	0.1	4
64	Tríplica - o que nos falta aprender?. RAC: Revista De Administração Contemporânea, 2012, 16, 489-492.	0.1	0
65	Marketing metrics: Insights from Brazilian managers. Industrial Marketing Management, 2011, 40, 8-16.	3.7	27
66	The moderating effects of innovativeness on new product development ability. , 2010, 11, .		2
67	Fatores visuais de design e sua influência nos valores de compra do consumidor. RAE Revista De Administração De Empresas, 2009, 49, 373-386.	0.1	5
68	The Impact of Management Development in the Organizational Performance from the Viewpoint of the Approach of Competencies. Brazilian Business Review, 2009, 6, 100-116.	0.4	1
69	Personalidade e lealdade: proposições de pesquisa com o modelo metateórico de motivação e personalidade DOI 10.5752/P.1984-6606.2009v9n19p102. E & G Economia E Gestão, 2009, 9, .	0.1	0
70	Indicadores tecnológicos e organizacionais do Customer Relationship Management (CRM): relação entre firma desenvolvedora, firma usuária e preceitos teóricos. Perspectivas Em Ciencia Da Informacao, 2008, 13, 107-129.	0.1	0
71	O IMPACTO DO RELACIONAMENTO NO CONTEXTO DAS RELAÇÕES ENTRE AGÊNCIAS E CLIENTES: proposição e teste de um modelo. REBRAE - Revista Brasileira De Estrategia, 2008, 1, 119.	0.1	1
72	O IMPACTO DO ENVOLVIMENTO NAS RELAÇÕES ENTRE CONFIANÇA, VALOR PERCEBIDO E LEALDADE: UM ESTUDO EM UMA IES PRIVADA. Revista De Negócios, 2008, 13, 11.	0.2	2

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73	Loyalty's Antecedents: A Cross-Sector Study. Latin American Business Review, 2007, 8, 83-102.	1.0	4
74	Impacto dos recursos da empresa na performance de inova��o. RAE Revista De Administracao De Empresas, 2007, 47, 1-13.	0.1	17
75	Processo de aprendizagem organizacional e desempenho empresarial: o caso da ind�stria eletroeletr�nica no Brasil. RAE Eletr�nica, 2006, 5, .	0.1	8
76	Pesquisa cient�fica da �rea de marketing: uma revis�o hist�rica. RAC: Revista De Administra�o Contempor�nea, 2006, 10, 179-202.	0.1	21
77	O impacto da orienta�o para o mercado e da orienta�o para aprendizagem sobre a inova�o de produto: uma compara�o entre a ind�stria eletroeletr�nica e o setor de ensino universit�rio de administra�o. RAC: Revista De Administra�o Contempor�nea, 2004, 8, 79-103.	0.1	10
78	Re-Evaluation of the MARKOR Scale Dimensions in the Brazilian Context. Latin American Business Review, 2002, 3, 27-48.	1.0	5
79	Invent�rio de artigos cient�ficos na �rea de marketing no Brasil. RAC: Revista De Administra�o Contempor�nea, 2000, 4, 159-173.	0.1	13
80	An�lise da qualidade dos artigos cient�ficos da �rea de marketing no Brasil: as pesquisas survey na d�cada de 90. RAC: Revista De Administra�o Contempor�nea, 2000, 4, 201-219.	0.1	19
81	A rela�o entre a intangibilidade, o risco percebido e o conhecimento. Revista De Ci�ncias Da Administra�o: RCA, 0, , 31-53.	0.2	4
82	Percep�o de marca e consumo consp�cuo: an�lise do efeito moderador campanha promocional. Revista De Ci�ncias Da Administra�o: RCA, 0, , 38-52.	0.2	0
83	Forms of Market Orientation in the Retail Apparel Industry in Brazil. SSRN Electronic Journal, 0, , .	0.4	0