

Nathaniel N Hartmann

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2573806/publications.pdf>

Version: 2024-02-01

19
papers

939
citations

623734

14
h-index

794594

19
g-index

19
all docs

19
docs citations

19
times ranked

668
citing authors

#	ARTICLE	IF	CITATIONS
1	Converging on a New Theoretical Foundation for Selling. <i>Journal of Marketing</i> , 2018, 82, 1-18.	11.3	210
2	Managing the sales force through the unexpected exogenous COVID-19 crisis. <i>Industrial Marketing Management</i> , 2020, 88, 101-111.	6.7	144
3	Business models as service strategy. <i>Journal of the Academy of Marketing Science</i> , 2017, 45, 925-943.	11.2	107
4	Psychological contract breach's antecedents and outcomes in salespeople: The roles of psychological climate, job attitudes, and turnover intention. <i>Industrial Marketing Management</i> , 2015, 51, 158-170.	6.7	69
5	How psychological resourcefulness increases salesperson's sales performance and the satisfaction of their customers: Exploring the mediating role of customer-oriented behaviors. <i>Industrial Marketing Management</i> , 2017, 62, 160-170.	6.7	52
6	Curbing the Undesirable Effects of Emotional Exhaustion on Ethical Behaviors and Performance: A Salespersonâ€“Manager Dyadic Approach. <i>Journal of Business Ethics</i> , 2021, 169, 747-766.	6.0	45
7	The Synergetic Effect of Multinational Corporation Management's Social Cognitive Capability on Tacit-Knowledge Management: Product Innovation Ability Insights from Asia. <i>Journal of International Marketing</i> , 2015, 23, 94-110.	4.4	43
8	Measuring Salesperson Burnout: A Reduced Maslach Burnout Inventory for Sales Researchers. <i>Journal of Personal Selling and Sales Management</i> , 2011, 31, 429-440.	2.8	38
9	Impact of subsidiaries' cross-border knowledge tacitness shared and social capital on MNCs' explorative and exploitative innovation capability. <i>Journal of International Management</i> , 2019, 25, 100705.	4.2	35
10	Enhancing Stock Market Return with New Product Preannouncements: The Role of Information Quality and Innovativeness. <i>Journal of Product Innovation Management</i> , 2016, 33, 455-471.	9.5	29
11	Proactive Value Co-Creation via Structural Ambidexterity: Customer Success Management and the Modularization of Frontline Roles. <i>Journal of Service Research</i> , 2021, 24, 601-621.	12.2	29
12	Antecedents of mentoring: Do multi-faceted job satisfaction and affective organizational commitment matter?. <i>Journal of Business Research</i> , 2014, 67, 2039-2044.	10.2	26
13	The effects of mentoring on salesperson commitment. <i>Journal of Business Research</i> , 2013, 66, 2294-2300.	10.2	24
14	Advancing sales theory through a holistic view: how social structures frame selling. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 221-226.	2.8	19
15	Salesperson influence tactics and the buying agent purchase decision: Mediating role of buying agent trust of the salesperson and moderating role of buying agent regulatory orientation focus. <i>Industrial Marketing Management</i> , 2020, 87, 31-46.	6.7	17
16	The Intersection of Service and Sales: The Increased Importance of Ambidexterity. <i>Journal of Service Research</i> , 2020, 23, 8-12.	12.2	15
17	Sequencing of multi-faceted job satisfaction across business-to-business and business-to-consumer salespeople: A multi-group analysis. <i>Journal of Business Research</i> , 2017, 70, 153-159.	10.2	13
18	Social anxiety and salesperson performance: The roles of mindful acceptance and perceived sales manager support. <i>Journal of Business Research</i> , 2021, 124, 112-125.	10.2	13

#	ARTICLE	IF	CITATIONS
19	Lone wolf tendency and ethical behaviors in sales: Examining the roles of perceived supervisor support and salesperson self-efficacy. <i>Industrial Marketing Management</i> , 2022, 104, 304-316.	6.7	11