

William Bolander

List of Publications by Year in descending order

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26
papers

1,632
citations

471509

17
h-index

552781

26
g-index

27
all docs

27
docs citations

27
times ranked

1092
citing authors

#	ARTICLE	IF	CITATIONS
1	Social Networks within Sales Organizations: Their Development and Importance for Salesperson Performance. <i>Journal of Marketing</i> , 2015, 79, 1-16.	11.3	567
2	Does the Customer Matter Most? Exploring Strategic Frontline Employees'™ Influence of Customers, the Internal Business Team, and External Business Partners. <i>Journal of Marketing</i> , 2016, 80, 106-123.	11.3	135
3	Why Are Some Salespeople Better at Adapting to Organizational Change?. <i>Journal of Marketing</i> , 2010, 74, 65-79.	11.3	97
4	Managing the Drivers of Organizational Commitment and Salesperson Effort: An Application of Meyer and Allen's Three-Component Model. <i>Journal of Marketing Theory and Practice</i> , 2009, 17, 335-350.	4.3	73
5	Learned Helplessness among Newly Hired Salespeople and the Influence of Leadership. <i>Journal of Marketing</i> , 2014, 78, 95-111.	11.3	73
6	Why Are Some Salespeople Better at Adapting to Organizational Change?. <i>Journal of Marketing</i> , 2010, 74, 65-79.	11.3	71
7	Time, change, and longitudinally emergent conditions: understanding and applying longitudinal growth modeling in sales research. <i>Journal of Personal Selling and Sales Management</i> , 2017, 37, 153-159.	2.8	66
8	Adapting influence approaches to informed consumers in high-involvement purchases: are salespeople really doomed?. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 118-137.	11.2	63
9	Toward an Optimal Donation Solicitation: Evidence from the Field of the Differential Influence of Donor-Related and Organization-Related Information on Donation Choice and Amount. <i>Journal of Marketing</i> , 2018, 82, 142-152.	11.3	59
10	Sales Education Efficacy. <i>Journal of Marketing Education</i> , 2014, 36, 169-181.	2.4	55
11	Which influence tactics lead to sales performance? It is a matter of style. <i>Journal of Personal Selling and Sales Management</i> , 2014, 34, 141-159.	2.8	45
12	Curbing the Undesirable Effects of Emotional Exhaustion on Ethical Behaviors and Performance: A Salesperson-Manager Dyadic Approach. <i>Journal of Business Ethics</i> , 2021, 169, 747-766.	6.0	45
13	Operationalizing salesperson performance with secondary data: aligning practice, scholarship, and theory. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 462-481.	11.2	44
14	Product Innovativeness, Customer Newness, and New Product Performance: A Time-Lagged Examination of the Impact of Salesperson Selling Intentions on New Product Performance. <i>Journal of Personal Selling and Sales Management</i> , 2008, 28, 351-364.	2.8	42
15	“Let's make a deal”: Price outcomes and the interaction of customer persuasion knowledge and salesperson negotiation strategies. <i>Journal of Business Research</i> , 2017, 78, 81-92.	10.2	29
16	Whom to hire and how to coach them: a longitudinal analysis of newly hired salesperson performance. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 78-94.	2.8	27
17	Managing New Salespeople's™ Ethical Behaviors during Repetitive Failures: When Trying to Help Actually Hurts. <i>Journal of Business Ethics</i> , 2017, 144, 519-532.	6.0	23
18	Exploring the unintended negative impact of an ethical climate in competitive environments. <i>Marketing Letters</i> , 2017, 28, 621-635.	2.9	21

#	ARTICLE	IF	CITATIONS
19	Selling your network: how political skill builds social capital and enhances salesperson performance. Journal of Personal Selling and Sales Management, 2021, 41, 233-249.	2.8	19
20	Internal selling: Antecedents and the importance of networking ability in converting internal selling behavior into salesperson performance. Journal of Business Research, 2020, 117, 176-188.	10.2	15
21	An Investigation of Consumer Subjective Knowledge in Frontline Interactions. Journal of Retailing, 2021, 97, 336-346.	6.2	15
22	Hiring for sales success: The emerging importance of salesperson analytical skills. Journal of Business Research, 2022, 144, 17-30.	10.2	14
23	Why study intraorganizational issues in selling and sales management?. Journal of Personal Selling and Sales Management, 2018, 38, 169-171.	2.8	11
24	Sales management, education, and scholarship across cultures: early findings from a global study and an agenda for future research. Journal of Personal Selling and Sales Management, 2020, 40, 198-212.	2.8	10
25	The case for hiring neurotic salespeople: A longitudinal growth modeling analysis. Journal of Business Research, 2020, 116, 123-136.	10.2	8
26	The Disruptive Impact of Customer Engagement on the Business-to-Consumer Sales Force. , 2018, , 203-218.		3