## Wujin

## List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/3088022/publications.pdf

Version: 2024-02-01

32	3,631	17 h-index	31
papers	citations		g-index
32	32	32	2185
all docs	docs citations	times ranked	citing authors

#	Article	IF	CITATIONS
1	The Role of Trustworthiness in Reducing Transaction Costs and Improving Performance: Empirical Evidence from the United States, Japan, and Korea. Organization Science, 2003, 14, 57-68.	4.5	1,109
2	Industrial Purchasing: An Empirical Exploration of the Buyclass Framework. Journal of Marketing, 1987, 51, 71-86.	11.3	619
3	The Determinants of Trust in Supplier-Automaker Relationships in the U.S., Japan and Korea. Journal of International Business Studies, 2000, 31, 259-285.	7.3	522
4	Demand Signalling and Screening in Channels of Distribution. Marketing Science, 1992, 11, 327-347.	4.1	202
5	Signaling Quality by Selling Through a Reputable Retailer: An Example of Renting the Reputation of Another Agent. Marketing Science, 1994, 13, 177-189.	4.1	175
6	Controlling product returns in direct marketing. Marketing Letters, 1996, 7, 307-317.	2.9	143
7	Managing Dissatisfaction. Journal of Service Research, 1998, 1, 140-155.	12.2	136
8	Channel Coordination Mechanisms for Customer Satisfaction. Marketing Science, 1995, 14, 343-359.	4.1	119
9	Psychological and behavioral factors affecting electric vehicle adoption and satisfaction: A comparative study of early adopters in China and Korea. Transportation Research, Part D: Transport and Environment, 2019, 76, 1-18.	6.8	111
10	The Role of On-line Retailer Brand and Infomediary Reputation in Increasing Consumer Purchase Intention. International Journal of Electronic Commerce, 2005, 9, 115-127.	3.0	85
11	The determinants of trust in supplier–automaker relations in the US, Japan, and Korea: A retrospective. Journal of International Business Studies, 2011, 42, 28-34.	<b>7.</b> 3	57
12	Are Consumers Acting Fairly Toward Companies?. Journal of Macromarketing, 2012, 32, 348-360.	2.6	55
13	Capturing ordinal properties of categorical dependent variables: A review with application to modes of foreign entry. International Journal of Research in Marketing, 1992, 9, 149-160.	4.2	46
14	Information and channel profits. Journal of Retailing, 1997, 73, 487-499.	6.2	44
15	Demarketing as a differentiation strategy. Marketing Letters, 1993, 4, 49-57.	2.9	43
16	Determinants of bargaining power in OEM negotiations. Industrial Marketing Management, 1994, 23, 343-355.	6.7	26
17	Costs and Benefits of Hard-Sell. Journal of Marketing Research, 1995, 32, 97.	4.8	25
18	Marketing modeling reality and the realities of marketing modeling. Marketing Letters, 2010, 21, 317-333.	2.9	19

#	Article	IF	Citations
19	Overconfidence and emotion regulation failure: How overconfidence leads to the disposition effect in consumer investment behaviour. Journal of Financial Services Marketing, 2012, 17, 96-116.	3.4	15
20	The effect of cultural and psychological characteristics on the purchase behavior and satisfaction of electric vehicles: AÂcomparative study of US and China. International Journal of Consumer Studies, 2022, 46, 345-364.	11.6	14
21	Adoption of Environment-Friendly Cars: Direct vis-Ã-vis Mediated Effects of Government Incentives and Consumers' Environmental Concern across Global Car Markets. Journal of Global Marketing, 2018, 31, 282-291.	3.4	13
22	The effect of others' outcome valence on spontaneous gift-giving behavior. European Journal of Marketing, 2019, 53, 785-805.	2.9	12
23	Postâ€purchase disadvantages of a less preferred brand and how they can be overcome: an examination of regret and attribution. Journal of Applied Social Psychology, 2013, 43, 887-898.	2.0	8
24	Investor Expertise as Mastery over Mind: Regulating Loss Affect for Superior Investment Performance. Psychology and Marketing, 2014, 31, 321-334.	8.2	8
25	The effect of travel purpose and self-image congruency on preference toward airline livery design and perceived service quality. Asia Pacific Journal of Tourism Research, 2018, 23, 532-548.	3.7	7
26	Review and Empirical Analysis on Factors Influencing Purchase Intention of Electric Vehicles in Korea: The Role of Consumer Psychological Characteristics*. Journal of Consumer Studies, 2017, 28, 97-127.	0.1	6
27	Patience and the adoption of electric vehicles: an application of the dual-self model. Journal of Business Economics, 2021, 91, 851-866.	1.9	4
28	Fairness perception of ancillary fees: Industry differences and communication strategies. Journal of Retailing and Consumer Services, 2020, 55, 102092.	9.4	3
29	Online-offline channel conflict: a game-theoretic model with application to the automobile industry. International Journal of Automotive Technology and Management, 2006, 6, 20.	0.6	2
30	The Effect of Consumer Patience on Environmental-friendly Product Purchase and Usage. Korean Journal of Marketing, 2019, 34, 29-47.	0.1	1
31	소비잕Γ̂κì"±ί—¥i•ì¹œί™-ê²½ìœί° 만족ë•,ì—•ë-¸ì¹-는 ì~́—¥∶Γ̂κì"±ί—¥, ì¹œί™-ê²½ì"±ί—¥ ë°•ì¹œί™-ê²½ ìœí° i	Ĩĸìg±¥ĨjfíĨ	,ìž'τѣ˙©ίš¨ê³¹¼
32	The effect of adding focalâ€goal similar versus dissimilar attributes on convergence product purchase decision: The role of relational and itemâ€specific elaboration style. Journal of Consumer Behaviour, 0,	4.2	1