

Wujin

List of Publications by Year in descending order

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

Version: 2024-02-01

32
papers

3,631
citations

471509

17
h-index

434195

31
g-index

32
all docs

32
docs citations

32
times ranked

2185
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. <i>Organization Science</i> , 2003, 14, 57-68.	4.5	1,109
2	Industrial Purchasing: An Empirical Exploration of the Buyclass Framework. <i>Journal of Marketing</i> , 1987, 51, 71-86.	11.3	619
3	The Determinants of Trust in Supplier-Automaker Relationships in the U.S., Japan and Korea. <i>Journal of International Business Studies</i> , 2000, 31, 259-285.	7.3	522
4	Demand Signalling and Screening in Channels of Distribution. <i>Marketing Science</i> , 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. <i>Marketing Science</i> , 1994, 13, 177-189.	4.1	175
6	Controlling product returns in direct marketing. <i>Marketing Letters</i> , 1996, 7, 307-317.	2.9	143
7	Managing Dissatisfaction. <i>Journal of Service Research</i> , 1998, 1, 140-155.	12.2	136
8	Channel Coordination Mechanisms for Customer Satisfaction. <i>Marketing Science</i> , 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. <i>Transportation Research, Part D: Transport and Environment</i> , 2019, 76, 1-18.	6.8	111
10	The Role of On-line Retailer Brand and Infomediary Reputation in Increasing Consumer Purchase Intention. <i>International Journal of Electronic Commerce</i> , 2005, 9, 115-127.	3.0	85
11	The determinants of trust in supplier-automaker relations in the US, Japan, and Korea: A retrospective. <i>Journal of International Business Studies</i> , 2011, 42, 28-34.	7.3	57
12	Are Consumers Acting Fairly Toward Companies?. <i>Journal of Macromarketing</i> , 2012, 32, 348-360.	2.6	55
13	Capturing ordinal properties of categorical dependent variables: A review with application to modes of foreign entry. <i>International Journal of Research in Marketing</i> , 1992, 9, 149-160.	4.2	46
14	Information and channel profits. <i>Journal of Retailing</i> , 1997, 73, 487-499.	6.2	44
15	Demarketing as a differentiation strategy. <i>Marketing Letters</i> , 1993, 4, 49-57.	2.9	43
16	Determinants of bargaining power in OEM negotiations. <i>Industrial Marketing Management</i> , 1994, 23, 343-355.	6.7	26
17	Costs and Benefits of Hard-Sell. <i>Journal of Marketing Research</i> , 1995, 32, 97.	4.8	25
18	Marketing modeling reality and the realities of marketing modeling. <i>Marketing Letters</i> , 2010, 21, 317-333.	2.9	19

