

Jelena Spanjol

List of Publications by Year in descending order

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39
papers

1,231
citations

516710

16
h-index

434195

31
g-index

41
all docs

41
docs citations

41
times ranked

1134
citing authors

#	ARTICLE	IF	CITATIONS
1	Innovation's Effect on Firm Value and Risk: Insights from Consumer Packaged Goods. <i>Journal of Marketing</i> , 2008, 72, 114-132.	11.3	351
2	Scrooge Posing as Mother Teresa: How Hypocritical Social Responsibility Strategies Hurt Employees and Firms. <i>Journal of Business Ethics</i> , 2019, 157, 339-358.	6.0	111
3	How Many and What Kind? The Role of Strategic Orientation in New Product Ideation[*]. <i>Journal of Product Innovation Management</i> , 2011, 28, 236-250.	9.5	92
4	Employerâ€™Employee Congruence in Environmental Values: An Exploration of Effects on Job Satisfaction and Creativity. <i>Journal of Business Ethics</i> , 2015, 130, 117-130.	6.0	89
5	Co-Production of Prolonged, Complex, and Negative Services. <i>Journal of Service Research</i> , 2015, 18, 284-302.	12.2	67
6	Responsibility and Well-Being: Resource Integration under Responsibilization in Expert Services. <i>Journal of Public Policy and Marketing</i> , 2016, 35, 262-279.	3.4	67
7	When planning is not enough: The self-regulatory effect of implementation intentions on changing snacking habits.. <i>Health Psychology</i> , 2010, 29, 284-292.	1.6	51
8	The Interplay of Customer and Product Innovation Dynamics: An Exploratory Study. <i>Journal of Product Innovation Management</i> , 2013, 30, 228-244.	9.5	44
9	Transforming community well-being through patients' lived experiences. <i>Journal of Business Research</i> , 2019, 100, 376-391.	10.2	42
10	Strategic Orientation and Product Innovation: Exploring a Decompositional Approach. <i>Journal of Product Innovation Management</i> , 2012, 29, 967-985.	9.5	41
11	Marketingâ€™s roles in innovation in business-to-business firms: Status, issues, and research agenda. <i>Marketing Letters</i> , 2013, 24, 323-337.	2.9	40
12	Micro-Level Product-Market Dynamics: Shared Knowledge and Its Relationship to Market Development. <i>Journal of the Academy of Marketing Science</i> , 2005, 33, 197-216.	11.2	37
13	New Product Team Decision Making: Regulatory Focus Effects on Number, Type, and Timing Decisions[*]. <i>Journal of Product Innovation Management</i> , 2011, 28, 623-640.	9.5	27
14	Social Innovation in an Interconnected World: Introduction to the Special Issue. <i>Journal of Product Innovation Management</i> , 2019, 36, 662-670.	9.5	26
15	Chronic illness medication compliance: a liminal and contextual consumer journey. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 192-215.	11.2	25
16	The dual role of IT capabilities in the development of digital products and services. <i>Information and Management</i> , 2020, 57, 103389.	6.5	25
17	Financial Incentives and Salesperson Time Orientation in New Product Launch: A Longitudinal Study. <i>Journal of Product Innovation Management</i> , 2014, 31, 647-663.	9.5	16
18	Consumers on the Job: Contextualization Crafting in Expert Services. <i>Journal of Service Research</i> , 2021, 24, 520-541.	12.2	15

#	ARTICLE	IF	CITATIONS
19	To Change or Not To Change: How Regulatory Focus Affects Change in Dyadic Decision-Making. Creativity and Innovation Management, 2010, 19, 346-363.	3.3	9
20	When impediments make you jump rather than stumble: Regulatory nonfit, implementation intentions, and goal attainment. Marketing Letters, 2012, 23, 93-107.	2.9	9
21	How are We Faring? Reflections on Coronavirus and its Effects on the Innovation Management Scholarly Community. Journal of Product Innovation Management, 2020, 37, 474-482.	9.5	9
22	Yes, but not now! Why some users procrastinate in adopting digital product updates. Journal of Business Research, 2021, 135, 685-696.	10.2	8
23	Opening Thoughts from the New Editors. Journal of Product Innovation Management, 2019, 36, 2-4.	9.5	6
24	Successive Innovation in Digital and Physical Products: Synthesis, Conceptual Framework, and Research Directions. Review of Marketing Research, 2018, , 31-62.	0.2	5
25	Narrative arcs and shaping influences in long-term medication adherence. Social Science and Medicine, 2021, 285, 114264.	3.8	4
26	Internal Marketing of Corporate Social Responsibility (CSR) Initiatives: CSR Portfolio Effects on Employee Perceptions of Corporate Hypocrisy, Attitudes, and Turnover. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, 2016, , 553-554.	0.2	4
27	From the Editors: A Catalyst and Special Issue on Design Thinking and Innovation. Journal of Product Innovation Management, 2020, 37, 210-211.	9.5	3
28	From the Editors: Introducing JPIM Catalyst Articles. Journal of Product Innovation Management, 2019, 36, 410-411.	9.5	2
29	From the Editors: Introducing the new JPIM look and stimulating the conversation on accelerated innovation. Journal of Product Innovation Management, 2021, 38, 219-220.	9.5	2
30	Adaptive Innovation Management. , 2005, , 151-166.		1
31	From the Editors: Reflecting on the Value of a Doctoral Consortium. Journal of Product Innovation Management, 2020, 37, 120-125.	9.5	1
32	From the Editors: Introducing two new special issue calls. Journal of Product Innovation Management, 2021, 38, 313-314.	9.5	1
33	From the Editors: Making Insights Accessible through Virtual Issues. Journal of Product Innovation Management, 2020, 37, 374-378.	9.5	0
34	Social Value in Business: An Interdisciplinary Integrative Review, Typology, and Research Agenda. Proceedings - Academy of Management, 2021, 2021, 12125.	0.1	0
35	To Change or Not to Change: How Regulatory Focus Affects Change in Dyadic Decision-Making. SSRN Electronic Journal, 0, , .	0.4	0
36	Consumer Co-production in Prolonged and Complex Services: The Case of Medication Adherence in Chronically Ill Individuals. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, 2016, , 903-903.	0.2	0

#	ARTICLE	IF	CITATIONS
37	Don't Pester Me! Unwanted Upgrade Innovation. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, 2016, , 471-471.	0.2	0
38	Understanding and Responding to Negative Emotions in Consumer Resistance to Innovations. Proceedings - Academy of Management, 2017, 2017, 16405.	0.1	0
39	From the Editors: Introducing the Special Issue on "Digital Transformation and Innovation Management". Journal of Product Innovation Management, 2021, 38, 3-3.	9.5	0