Nikolaos G Panagopoulos

List of Publications by Year
in descending order

34 papers	2,079 citations	279798 23 h-index	395702 33 g-index
34 all docs	34 docs citations	34 times ranked	1342 citing authors

#	Article	IF	Citations
1	A Review of Social Media and Implications for the Sales Process. Journal of Personal Selling and Sales Management, 2012, 32, 305-316.	2.8	304
2	Feeling Good by Doing Good: Employee CSR-Induced Attributions, Job Satisfaction, and the Role of Charismatic Leadership. Journal of Business Ethics, 2013, 118, 577-588.	6.0	256
3	Antecedents and consequences of CRM technology acceptance in the sales force. Industrial Marketing Management, 2005, 34, 355-368.	6.7	205
4	Employee judgments of and behaviors toward corporate social responsibility: A multiâ€study investigation of direct, cascading, and moderating effects. Journal of Organizational Behavior, 2014, 35, 990-1017.	4.7	157
5	The Role of the Sales Force in Value Creation and Appropriation: New Directions for Research. Journal of Personal Selling and Sales Management, 2012, 32, 15-27.	2.8	128
6	Sales force reactions to corporate social responsibility: Attributions, outcomes, and the mediating role of organizational trust. Industrial Marketing Management, 2010, 39, 1207-1218.	6.7	121
7	Performance implications of sales strategy: The moderating effects of leadership and environment. International Journal of Research in Marketing, 2010, 27, 46-57.	4.2	85
8	The effects of managerial and employee attributions for corporate social responsibility initiatives. Journal of Organizational Behavior, 2017, 38, 1111-1129.	4.7	75
9	Salespeople as knowledge brokers: a review and critique of the challenger sales model. Journal of Personal Selling and Sales Management, 2014, 34, 245-259.	2.8	73
10	Salesperson Solution Involvement and Sales Performance: The Contingent Role of Supplier Firm and Customerâ€"Supplier Relationship Characteristics. Journal of Marketing, 2017, 81, 144-164.	11.3	70
11	The influence of formal and informal sales controls on customer-directed selling behaviors and sales unit effectiveness. Industrial Marketing Management, 2014, 43, 786-800.	6.7	50
12	Internationalizing Sales Research: Current Status, Opportunities, and Challenges. Journal of Personal Selling and Sales Management, 2011, 31, 219-242.	2.8	45
13	Can salespeople lead themselves? Thought self-leadership strategies and their influence on sales performance. Industrial Marketing Management, 2015, 47, 190-203.	6.7	44
14	Intraorganizational information and communication technology diffusion: Implications for industrial sellers and buyers. Industrial Marketing Management, 2007, 36, 322-336.	6.7	43
15	I think they think we are good citizens: Meta-perceptions as antecedents of employees' reactions to corporate social responsibility. Journal of Business Research, 2016, 69, 2781-2790.	10.2	41
16	Selling and sales management: An introduction to the special section and recommendations on advancing the sales research agenda. Industrial Marketing Management, 2010, 39, 1045-1048.	6.7	40
17	Commitment to technological change, sales force intelligence norms, and salesperson key outcomes. Industrial Marketing Management, 2015, 50, 162-179.	6.7	35
18	Exploring the influence of sales management practices on the industrial salesperson: A multi-source hierarchical linear modeling approach. Journal of Business Research, 2007, 60, 765-775.	10.2	32

#	Article	IF	Citations
19	Role Stress, Attitudes, and Job Outcomes in Business-To-Business Selling: Does the Type of Selling Situation Matter?. Journal of Personal Selling and Sales Management, 2006, 26, 67-77.	2.8	29
20	How HRM control affects boundary-spanning employees' behavioural strategies and satisfaction: the moderating impact of cultural performance orientation. International Journal of Human Resource Management, 2010, 21, 1951-1975.	5.3	29
21	Causal Attributions and Employee Reactions to Corporate Social Responsibility. Industrial and Organizational Psychology, 2013, 6, 334-337.	0.6	29
22	Antecedents and performance outcomes of value-based selling in sales teams: a multilevel, systems theory of motivation perspective. Journal of the Academy of Marketing Science, 2020, 48, 1053-1074.	11.2	29
23	Perspectives on Personal Selling and Social Media: Introduction to the Special Issue. Journal of Personal Selling and Sales Management, 2012, 32, 301-304.	2.8	24
24	Developing an Environmentally Sustainable Business Plan: An International B2B Case Study. Corporate Social Responsibility and Environmental Management, 2017, 24, 261-272.	8.7	21
25	Firm Actions to Develop an Ambidextrous Sales Force. Journal of Service Research, 2020, 23, 87-104.	12.2	21
26	Sales Force Control Systems: A Review of Measurement Practices and Proposed Scale Refinements. Journal of Personal Selling and Sales Management, 2008, 28, 365-385.	2.8	17
27	Boosting sales force morale in highly dynamic, complex markets: The role of job resources. Industrial Marketing Management, 2018, 74, 237-253.	6.7	17
28	When do corporate social responsibility initiatives impact on customer-facing employees? Evidence from India and the Netherlands. International Journal of Human Resource Management, 2014, 25, 3086-3112.	5.3	16
29	Understanding the theory and practice of team selling: An introduction to the special section and recommendations on advancing sales team research. Industrial Marketing Management, 2019, 77, 1-3.	6.7	16
30	Curvilinear Effects of Corporate Social Responsibility and Benevolence on Loyalty. Corporate Reputation Review, 2013, 16, 248-262.	1.7	9
31	Does choice of sales control conceptualization matter? An empirical comparison of existing conceptualizations and directions for future research. Journal of Personal Selling and Sales Management, 2015, 35, 221-246.	2.8	8
32	Introducing a new, machine learning process, and online tools for conducting sales literature reviews: An application to the forty years of JPSSM. Journal of Personal Selling and Sales Management, 2021, 41, 351-368.	2.8	6
33	Effective Implementation of Sales-Based CRM Systems. International Journal of Customer Relationship Marketing and Management, 2010, 1, 1-15.	0.4	4
34	Effective Implementation of Sales-Based CRM Systems. , 2012, , 1-14.		0