

# Nikolaos G Panagopoulos

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4839351/publications.pdf>

Version: 2024-02-01

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	Introducing a new, machine learning process, and online tools for conducting sales literature reviews: An application to the forty years of JPSSM. <i>Journal of Personal Selling and Sales Management</i> , 2021, 41, 351-368.	2.8	6
2	Antecedents and performance outcomes of value-based selling in sales teams: a multilevel, systems theory of motivation perspective. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 1053-1074.	11.2	29
3	Firm Actions to Develop an Ambidextrous Sales Force. <i>Journal of Service Research</i> , 2020, 23, 87-104.	12.2	21
4	Understanding the theory and practice of team selling: An introduction to the special section and recommendations on advancing sales team research. <i>Industrial Marketing Management</i> , 2019, 77, 1-3.	6.7	16
5	Boosting sales force morale in highly dynamic, complex markets: The role of job resources. <i>Industrial Marketing Management</i> , 2018, 74, 237-253.	6.7	17
6	The effects of managerial and employee attributions for corporate social responsibility initiatives. <i>Journal of Organizational Behavior</i> , 2017, 38, 1111-1129.	4.7	75
7	Developing an Environmentally Sustainable Business Plan: An International B2B Case Study. <i>Corporate Social Responsibility and Environmental Management</i> , 2017, 24, 261-272.	8.7	21
8	Salesperson Solution Involvement and Sales Performance: The Contingent Role of Supplier Firm and Customer's Supplier Relationship Characteristics. <i>Journal of Marketing</i> , 2017, 81, 144-164.	11.3	70
9	I think they think we are good citizens: Meta-perceptions as antecedents of employees' reactions to corporate social responsibility. <i>Journal of Business Research</i> , 2016, 69, 2781-2790.	10.2	41
10	Commitment to technological change, sales force intelligence norms, and salesperson key outcomes. <i>Industrial Marketing Management</i> , 2015, 50, 162-179.	6.7	35
11	Does choice of sales control conceptualization matter? An empirical comparison of existing conceptualizations and directions for future research. <i>Journal of Personal Selling and Sales Management</i> , 2015, 35, 221-246.	2.8	8
12	Can salespeople lead themselves? Thought self-leadership strategies and their influence on sales performance. <i>Industrial Marketing Management</i> , 2015, 47, 190-203.	6.7	44
13	When do corporate social responsibility initiatives impact on customer-facing employees? Evidence from India and the Netherlands. <i>International Journal of Human Resource Management</i> , 2014, 25, 3086-3112.	5.3	16
14	Employee judgments of and behaviors toward corporate social responsibility: A multi-country investigation of direct, cascading, and moderating effects. <i>Journal of Organizational Behavior</i> , 2014, 35, 990-1017.	4.7	157
15	Salespeople as knowledge brokers: a review and critique of the challenger sales model. <i>Journal of Personal Selling and Sales Management</i> , 2014, 34, 245-259.	2.8	73
16	The influence of formal and informal sales controls on customer-directed selling behaviors and sales unit effectiveness. <i>Industrial Marketing Management</i> , 2014, 43, 786-800.	6.7	50
17	Feeling Good by Doing Good: Employee CSR-Induced Attributions, Job Satisfaction, and the Role of Charismatic Leadership. <i>Journal of Business Ethics</i> , 2013, 118, 577-588.	6.0	256
18	Causal Attributions and Employee Reactions to Corporate Social Responsibility. <i>Industrial and Organizational Psychology</i> , 2013, 6, 334-337.	0.6	29

#	ARTICLE	IF	CITATIONS
19	Curvilinear Effects of Corporate Social Responsibility and Benevolence on Loyalty. <i>Corporate Reputation Review</i> , 2013, 16, 248-262.	1.7	9
20	Perspectives on Personal Selling and Social Media: Introduction to the Special Issue. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 301-304.	2.8	24
21	A Review of Social Media and Implications for the Sales Process. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 305-316.	2.8	304
22	The Role of the Sales Force in Value Creation and Appropriation: New Directions for Research. <i>Journal of Personal Selling and Sales Management</i> , 2012, 32, 15-27.	2.8	128
23	Effective Implementation of Sales-Based CRM Systems. , 2012, , 1-14.		0
24	Internationalizing Sales Research: Current Status, Opportunities, and Challenges. <i>Journal of Personal Selling and Sales Management</i> , 2011, 31, 219-242.	2.8	45
25	Selling and sales management: An introduction to the special section and recommendations on advancing the sales research agenda. <i>Industrial Marketing Management</i> , 2010, 39, 1045-1048.	6.7	40
26	Sales force reactions to corporate social responsibility: Attributions, outcomes, and the mediating role of organizational trust. <i>Industrial Marketing Management</i> , 2010, 39, 1207-1218.	6.7	121
27	Effective Implementation of Sales-Based CRM Systems. <i>International Journal of Customer Relationship Marketing and Management</i> , 2010, 1, 1-15.	0.4	4
28	Performance implications of sales strategy: The moderating effects of leadership and environment. <i>International Journal of Research in Marketing</i> , 2010, 27, 46-57.	4.2	85
29	How HRM control affects boundary-spanning employees' behavioural strategies and satisfaction: the moderating impact of cultural performance orientation. <i>International Journal of Human Resource Management</i> , 2010, 21, 1951-1975.	5.3	29
30	Sales Force Control Systems: A Review of Measurement Practices and Proposed Scale Refinements. <i>Journal of Personal Selling and Sales Management</i> , 2008, 28, 365-385.	2.8	17
31	Exploring the influence of sales management practices on the industrial salesperson: A multi-source hierarchical linear modeling approach. <i>Journal of Business Research</i> , 2007, 60, 765-775.	10.2	32
32	Intraorganizational information and communication technology diffusion: Implications for industrial sellers and buyers. <i>Industrial Marketing Management</i> , 2007, 36, 322-336.	6.7	43
33	Role Stress, Attitudes, and Job Outcomes in Business-To-Business Selling: Does the Type of Selling Situation Matter?. <i>Journal of Personal Selling and Sales Management</i> , 2006, 26, 67-77.	2.8	29
34	Antecedents and consequences of CRM technology acceptance in the sales force. <i>Industrial Marketing Management</i> , 2005, 34, 355-368.	6.7	205