

# J M I Willem Verbeke

## List of Publications by Year in descending order

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Version: 2024-02-01

50  
papers

2,696  
citations

304743

22  
h-index

197818

49  
g-index

50  
all docs

50  
docs citations

50  
times ranked

1879  
citing authors

#	ARTICLE	IF	CITATIONS
1	Drivers of sales performance: a contemporary meta-analysis. Have salespeople become knowledge brokers?. <i>Journal of the Academy of Marketing Science</i> , 2011, 39, 407-428.	11.2	430
2	Do Organizational Practices Matter in Role Stress Processes? A Study of Direct and Moderating Effects for Marketing-Oriented Boundary Spanners. <i>Journal of Marketing</i> , 1996, 60, 69.	11.3	309
3	Exploring the Conceptual Expansion within the Field of Organizational Behaviour: Organizational Climate and Organizational Culture. <i>Journal of Management Studies</i> , 1998, 35, 303-329.	8.3	179
4	Culture moderates the self-regulation of shame and its effects on performance: The case of salespersons in the Netherlands and the Philippines.. <i>Journal of Applied Psychology</i> , 2003, 88, 219-233.	5.3	148
5	Exploring the contextual and individual factors on ethical decision making of salespeople. <i>Journal of Business Ethics</i> , 1996, 15, 1175-1187.	6.0	140
6	Tournament Incentives in the Field: Gender Differences in the Workplace. <i>Journal of Labor Economics</i> , 2013, 31, 305-326.	2.8	139
7	The Adaptive Consequences of Pride in Personal Selling. <i>Journal of the Academy of Marketing Science</i> , 2004, 32, 386-402.	11.2	130
8	Individual differences in emotional contagion of salespersons: Its effect on performance and burnout. <i>Psychology and Marketing</i> , 1997, 14, 617-636.	8.2	123
9	Sales Call Anxiety: Exploring What it Means When Fear Rules a Sales Encounter. <i>Journal of Marketing</i> , 2000, 64, 88-101.	11.3	115
10	Genetic and neurological foundations of customer orientation: field and experimental evidence. <i>Journal of the Academy of Marketing Science</i> , 2012, 40, 639-658.	11.2	86
11	A functional neuro-anatomical model of human attachment (NAMA): Insights from first- and second-person social neuroscience. <i>Cortex</i> , 2020, 126, 281-321.	2.4	81
12	A situational analysis on how salespeople experience and cope with shame and embarrassment. <i>Psychology and Marketing</i> , 2002, 19, 713-741.	8.2	69
13	Social Consumer Neuroscience: Neurophysiological Measures of Advertising Effectiveness in a Social Context. <i>Journal of Advertising</i> , 2017, 46, 351-362.	6.6	66
14	Autonomic feedback in stressful environments: How do individual differences in autonomic feedback relate to burnout, job performance, and job attitudes in salespeople?. <i>Journal of Applied Psychology</i> , 1999, 84, 911-924.	5.3	57
15	Coping With Sales Call Anxiety: The Role of Sale Perseverance and Task Concentration Strategies. <i>Journal of the Academy of Marketing Science</i> , 2006, 34, 403-418.	11.2	56
16	Neural responses to functional and experiential ad appeals: Explaining ad effectiveness. <i>International Journal of Research in Marketing</i> , 2017, 34, 355-366.	4.2	51
17	Value Creation and Value Claiming in Strategic Outsourcing Decisions: A Resource Contingency Perspective. <i>Journal of Management</i> , 2009, 35, 420-444.	9.3	48
18	Finding the Keys to Creativity in Ad Agencies: Using Climate, Dispersion, and Size to Examine Award Performance. <i>Journal of Advertising</i> , 2008, 37, 121-130.	6.6	44

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19	Attachment styles moderate customer responses to frontline service robots: Evidence from affective, attitudinal, and behavioral measures. <i>Psychology and Marketing</i> , 2021, 38, 881-895.	8.2	42
20	Exploring the role of self- and customer-provoked embarrassment in personal selling. <i>International Journal of Research in Marketing</i> , 2003, 20, 233-258.	4.2	38
21	Personal selling constructs and measures: emic versus etic approaches to cross-national research. <i>European Journal of Marketing</i> , 1996, 30, 83-97.	2.9	32
22	A revision of Hofstede et al.'s (1990) organizational practices scale. <i>Journal of Organizational Behavior</i> , 2000, 21, 587-602.	4.7	32
23	The Effects of Prize Spread and Noise in Elimination Tournaments: A Natural Field Experiment. <i>Journal of Labor Economics</i> , 2015, 33, 521-569.	2.8	27
24	The role of emotional wisdom in salespersons' relationships with colleagues and customers. <i>Psychology and Marketing</i> , 2010, 27, 1001-1031.	8.2	25
25	Dynamic incentive effects of relative performance pay: A field experiment. <i>Labour Economics</i> , 2014, 28, 1-13.	1.7	24
26	Personality characteristics that predict effective performance of sales people. <i>Scandinavian Journal of Management</i> , 1994, 10, 49-57.	1.9	19
27	Salespersons as Internal Knowledge Brokers and New Products Selling: Discovering the Link to Genetic Makeup. <i>Journal of Product Innovation Management</i> , 2014, 31, 695-709.	9.5	17
28	Moving in social circles—social circle membership and performance implications. <i>Journal of Organizational Behavior</i> , 2007, 28, 357-379.	4.7	16
29	We like to see you in the gym—A field experiment on financial incentives for short and long term gym attendance. <i>Journal of Economic Behavior and Organization</i> , 2017, 134, 388-407.	2.0	16
30	Path Dependencies and the Long-term Effects of Routinized Marketing Decisions. <i>Marketing Letters</i> , 1998, 9, 247-268.	2.9	15
31	The role of status and leadership style in sales contests: A natural field experiment. <i>Journal of Business Research</i> , 2016, 69, 4112-4120.	10.2	15
32	The role of attachment styles in regulating the effects of dopamine on the behavior of salespersons. <i>Frontiers in Human Neuroscience</i> , 2014, 8, 32.	2.0	14
33	Framing a trust game as a power game greatly affects interbrain synchronicity between trustor and trustee. <i>Social Neuroscience</i> , 2019, 14, 635-648.	1.3	13
34	Retailers' and Manufacturers' Perceptions of the Temporary Display. <i>Journal of Marketing Channels</i> , 1997, 6, 1-16.	0.4	10
35	Introduction to Special Issue: Sales and Innovation. <i>Journal of Product Innovation Management</i> , 2014, 31, 643-646.	9.5	10
36	Genetic and psychological underpinnings of motivation and satisfaction of industrial salespeople. <i>Industrial Marketing Management</i> , 2020, 85, 69-83.	6.7	9

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37	Gaining Access to Intrafirm Knowledge: An Internal Market Perspective on Knowledge Sharing. Human Performance, 2011, 24, 205-230.	2.4	8
38	Polymorphisms of the OXTR gene explain why sales professionals love to help customers. Frontiers in Behavioral Neuroscience, 2013, 7, 171.	2.0	8
39	Advertisers Do Not Persuade Consumers; they Create Societies around their Brands to Maintain Power in the Marketplace. International Journal of Advertising, 1992, 11, 1-13.	6.7	6
40	Sales Presentation Anxiety, Cortisol Levels, Self-Reports, and Gene-Gene Interactions. Journal of Marketing Behavior, 2016, 2, 225-252.	0.4	6
41	Mood configurations and their relationship to immune system responses: Exploring the relationship between moods, immune system responses, thyroid hormones, and social support. PLoS ONE, 2019, 14, e0216232.	2.5	6
42	Why Some People Just "Can't Get No Satisfaction": Secure versus Insecure Attachment Styles Affect One's "Style of Being in the Social World". International Journal of Marketing Studies, 2017, 9, 36.	0.4	4
43	Evolutionary-shaped goal orientation in Homo sapiens: how life sciences contribute to a better understanding of salespeople as knowledge brokers. Journal of Personal Selling and Sales Management, 2020, 40, 43-56.	2.8	4
44	Consumer self-reported and testosterone responses to advertising of luxury goods in social context. Italian Journal of Marketing, 2021, 2021, 103-127.	2.8	3
45	Individual differences in emotional contagion of salespersons: Its effect on performance and burnout. Psychology and Marketing, 1997, 14, 617-636.	8.2	2
46	A reevaluation of the attentional inertia concept. Psychology and Marketing, 1992, 9, 409-425.	8.2	1
47	Consumers engaged in a member-gets-member campaign: an agency perspective. Journal of Marketing Communications, 1995, 1, 175-192.	4.0	1
48	The acid test of brand loyalty: Consumer response to out-of-stocks for their favourite brands. Journal of Brand Management, 1997, 5, 43-52.	3.5	1
49	Big Data Study for Gluten-Free Foods in India and USA Using Online Reviews and Social Media. Agricultural Sciences, 2019, 10, 302-320.	0.3	1
50	Putting advertising and marketing communications strategy into practice: Case of dutch companies. European Management Journal, 1992, 10, 103-111.	5.1	0