

# Bryan Hochstein

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/606049/publications.pdf>

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6  
papers

412  
citations

1478505

6  
h-index

1872680

6  
g-index

6  
all docs

6  
docs citations

6  
times ranked

274  
citing authors

#	ARTICLE	IF	CITATIONS
1	Does the Customer Matter Most? Exploring Strategic Frontline Employees' Influence of Customers, the Internal Business Team, and External Business Partners. <i>Journal of Marketing</i> , 2016, 80, 106-123.	11.3	135
2	Gritting their teeth to close the sale: the positive effect of salesperson grit on job satisfaction and performance. <i>Journal of Personal Selling and Sales Management</i> , 2019, 39, 81-101.	2.8	89
3	Adapting influence approaches to informed consumers in high-involvement purchases: are salespeople really doomed?. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 118-137.	11.2	63
4	Can't leave it at home? The effects of personal stress on burnout and salesperson performance. <i>Journal of Business Research</i> , 2020, 117, 58-70.	10.2	57
5	An Industry/Academic Perspective on Customer Success Management. <i>Journal of Service Research</i> , 2020, 23, 3-7.	12.2	41
6	Whom to hire and how to coach them: a longitudinal analysis of newly hired salesperson performance. <i>Journal of Personal Selling and Sales Management</i> , 2020, 40, 78-94.	2.8	27