

# Richard P Bagozzi

## List of Publications by Year in descending order

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177  
papers

74,111  
citations

7087

78  
h-index

4223

174  
g-index

178  
all docs

178  
docs citations

178  
times ranked

32495  
citing authors

#	ARTICLE	IF	CITATIONS
1	On the evaluation of structural equation models. <i>Journal of the Academy of Marketing Science</i> , 1988, 16, 74-94.	7.2	17,225
2	User Acceptance of Computer Technology: A Comparison of Two Theoretical Models. <i>Management Science</i> , 1989, 35, 982-1003.	2.4	16,084
3	Assessing Construct Validity in Organizational Research. <i>Administrative Science Quarterly</i> , 1991, 36, 421.	4.8	4,551
4	Specification, evaluation, and interpretation of structural equation models. <i>Journal of the Academy of Marketing Science</i> , 2012, 40, 8-34.	7.2	2,385
5	The Role of Emotions in Marketing. <i>Journal of the Academy of Marketing Science</i> , 1999, 27, 184-206.	7.2	2,063
6	A social influence model of consumer participation in network- and small-group-based virtual communities. <i>International Journal of Research in Marketing</i> , 2004, 21, 241-263.	2.4	1,668
7	Representing and Testing Organizational Theories: A Holistic Construal. <i>Administrative Science Quarterly</i> , 1982, 27, 459.	4.8	1,522
8	The Self-Regulation of Attitudes, Intentions, and Behavior. <i>Social Psychology Quarterly</i> , 1992, 55, 178.	1.4	1,478
9	On the nature and direction of relationships between constructs and measures. <i>Psychological Methods</i> , 2000, 5, 155-174.	2.7	1,271
10	The role of desires and anticipated emotions in goal-directed behaviours: Broadening and deepening the theory of planned behaviour. <i>British Journal of Social Psychology</i> , 2001, 40, 79-98.	1.8	1,241
11	An Attitudinal Model of Technology-Based Self-Service: Moderating Effects of Consumer Traits and Situational Factors. <i>Journal of the Academy of Marketing Science</i> , 2002, 30, 184-201.	7.2	1,238
12	Self-categorization, affective commitment and group self-esteem as distinct aspects of social identity in the organization. <i>British Journal of Social Psychology</i> , 2000, 39, 555-577.	1.8	1,215
13	A general approach to representing multifaceted personality constructs: Application to state self-esteem. <i>Structural Equation Modeling</i> , 1994, 1, 35-67.	2.4	1,202
14	Brand Love. <i>Journal of Marketing</i> , 2012, 76, 1-16.	7.0	1,102
15	Antecedents and purchase consequences of customer participation in small group brand communities. <i>International Journal of Research in Marketing</i> , 2006, 23, 45-61.	2.4	956
16	A General Approach for Representing Constructs in Organizational Research. <i>Organizational Research Methods</i> , 1998, 1, 45-87.	5.6	917
17	Marketing as Exchange. <i>Journal of Marketing</i> , 1975, 39, 32.	7.0	863
18	Trying to Consume. <i>Journal of Consumer Research</i> , 1990, 17, 127.	3.5	607

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19	Attitudes, intentions, and behavior: A test of some key hypotheses.. Journal of Personality and Social Psychology, 1981, 41, 607-627.	2.6	604
20	Multitrait-Multimethod Matrices in Consumer Research. Journal of Consumer Research, 1991, 17, 426.	3.5	552
21	Open Source Software User Communities: A Study of Participation in Linux User Groups. Management Science, 2006, 52, 1099-1115.	2.4	551
22	Trying to prosume: toward a theory of consumers as co-creators of value. Journal of the Academy of Marketing Science, 2008, 36, 109-122.	7.2	476
23	Goal-directed Emotions. Cognition and Emotion, 1998, 12, 1-26.	1.2	456
24	Reflections on Relationship Marketing in Consumer Markets. Journal of the Academy of Marketing Science, 1995, 23, 272-277.	7.2	418
25	Goal Setting and Goal Striving in Consumer Behavior. Journal of Marketing, 1999, 63, 19-32.	7.0	402
26	Assessing method variance in multitrait-multimethod matrices: The case of self-reported affect and perceptions at work.. Journal of Applied Psychology, 1990, 75, 547-560.	4.2	388
27	The Role of Culture and Gender in the Relationship between Positive and Negative Affect. Cognition and Emotion, 1999, 13, 641-672.	1.2	377
28	A comparison of leading theories for the prediction of goal-directed behaviours. British Journal of Social Psychology, 1995, 34, 437-461.	1.8	373
29	Goal Setting and Goal Striving in Consumer Behavior. Journal of Marketing, 1999, 63, 19.	7.0	368
30	On the Use of Structural Equation Models in Experimental Designs. Journal of Marketing Research, 1989, 26, 271-284.	3.0	363
31	The distinction between desires and intentions. European Journal of Social Psychology, 2004, 34, 69-84.	1.5	350
32	Contribution Behavior in Virtual Communities: Cognitive, Emotional, and Social Influences. MIS Quarterly: Management Information Systems, 2014, 38, 143-163.	3.1	345
33	Consumer response to corporate irresponsible behavior: Moral emotions and virtues. Journal of Business Research, 2013, 66, 1814-1821.	5.8	309
34	How effortful decisions get enacted: the motivating role of decision processes, desires, and anticipated emotions. Journal of Behavioral Decision Making, 2003, 16, 273-295.	1.0	293
35	Cultural and Situational Contingencies and the Theory of Reasoned Action: Application to Fast Food Restaurant Consumption. Journal of Consumer Psychology, 2000, 9, 97-106.	3.2	291
36	Multiple Routes for Social Influence: The Role of Compliance, Internalization, and Social Identity. Social Psychology Quarterly, 2002, 65, 226.	1.4	286

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37	An Examination Of The Validity Of Two Models Of Attitude. <i>Multivariate Behavioral Research</i> , 1981, 16, 323-359.	1.8	275
38	Future-oriented emotions: conceptualization and behavioral effects. <i>European Journal of Social Psychology</i> , 2008, 38, 685-696.	1.5	264
39	Marketing as an Organized Behavioral System of Exchange. <i>Journal of Marketing</i> , 1974, 38, 77.	7.0	246
40	On the Use of Structural Equation Models in Experimental Designs. <i>Journal of Marketing Research</i> , 1989, 26, 271.	3.0	246
41	Global mind-sets and cognitive shift in a complex multinational corporation. <i>Strategic Management Journal</i> , 1998, 19, 97-114.	4.7	234
42	Explaining Consumer Reactions to Corporate Social Responsibility: The Role of Gratitude and Altruistic Values. <i>Journal of Business Ethics</i> , 2013, 114, 193-206.	3.7	221
43	The role of moral emotions and individual differences in consumer responses to corporate green and non-green actions. <i>Journal of the Academy of Marketing Science</i> , 2015, 43, 333-356.	7.2	208
44	Brand hate. <i>Journal of Product and Brand Management</i> , 2016, 25, 11-25.	2.6	208
45	On the Concept of Intentional Social Action in Consumer Behavior: Figure 1. <i>Journal of Consumer Research</i> , 2000, 27, 388-396.	3.5	202
46	Brand love: development and validation of a practical scale. <i>Marketing Letters</i> , 2017, 28, 1-14.	1.9	193
47	Salesforce Performance and Satisfaction as a Function of Individual Difference, Interpersonal, and Situational Factors. <i>Journal of Marketing Research</i> , 1978, 15, 517-531.	3.0	190
48	Facing Ethical Challenges in the Workplace: Conceptualizing and Measuring Professional Moral Courage. <i>Journal of Business Ethics</i> , 2009, 89, 565-579.	3.7	184
49	Marketing as Exchange: A Theory of Transactions in the Marketplace. <i>American Behavioral Scientist</i> , 1978, 21, 535-556.	2.3	180
50	Assessing Construct Validity in Personality Research: Applications to Measures of Self-Esteem. <i>Journal of Research in Personality</i> , 1993, 27, 49-87.	0.9	177
51	Representation of measurement error in marketing variables: Review of approaches and extension to three-facet designs. <i>Journal of Econometrics</i> , 1998, 89, 393-421.	3.5	176
52	Marketing as an Organized Behavioral System of Exchange. <i>Journal of Marketing</i> , 1974, 38, 77-81.	7.0	164
53	Theory of Mind and Empathic Explanations of Machiavellianism. <i>Journal of Management</i> , 2013, 39, 1760-1798.	6.3	164
54	Moral courage in the workplace: moving to and from the desire and decision to act. <i>Business Ethics</i> , 2007, 16, 132-149.	3.5	162

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55	A Prospectus for Theory Construction in Marketing. <i>Journal of Marketing</i> , 1984, 48, 11.	7.0	154
56	Domestic food practices: A study of food management behaviors and the role of food preparation planning in reducing waste. <i>Appetite</i> , 2018, 121, 215-227.	1.8	154
57	Merely Being with you Increases My Attention to Luxury Products: Using EEG to Understand Consumersâ€™ Emotional Experience with Luxury Branded Products. <i>Journal of Marketing Research</i> , 2015, 52, 546-558.	3.0	153
58	The Role of Anticipated Emotions in Purchase Intentions. <i>Psychology and Marketing</i> , 2016, 33, 629-645.	4.6	152
59	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.	4.2	148
60	Canonical Correlation Analysis As A Special Case Of A Structural Relations Model. <i>Multivariate Behavioral Research</i> , 1981, 16, 437-454.	1.8	144
61	On the use of structural equation models in experimental designs: Two extensions. <i>International Journal of Research in Marketing</i> , 1991, 8, 125-140.	2.4	144
62	On the meaning of formative measurement and how it differs from reflective measurement: Comment on Howell, Breivik, and Wilcox (2007).. <i>Psychological Methods</i> , 2007, 12, 229-237.	2.7	136
63	Structural Equation Models in Experimental Research. <i>Journal of Marketing Research</i> , 1977, 14, 209-226.	3.0	131
64	The Adaptive Consequences of Pride in Personal Selling. <i>Journal of the Academy of Marketing Science</i> , 2004, 32, 386-402.	7.2	130
65	Effects of Customer Participation in Corporate Social Responsibility (CSR) Programs on the CSR-Brand Fit and Brand Loyalty. <i>Cornell Hospitality Quarterly</i> , 2016, 57, 235-249.	2.2	130
66	The revenge of the consumer! How brand moral violations lead to consumer anti-brand activism. <i>Journal of Brand Management</i> , 2015, 22, 658-672.	2.0	127
67	The impact of corporate social responsibility on consumer brand advocacy: The role of moral emotions, attitudes, and individual differences. <i>Journal of Business Research</i> , 2019, 95, 514-530.	5.8	126
68	Structural equation models are modelling <i>tools</i> with many ambiguities: Comments acknowledging the need for caution and humility in their use. <i>Journal of Consumer Psychology</i> , 2010, 20, 208-214.	3.2	125
69	Corporate Socially Responsible Initiatives and Their Effects on Consumption of Green Products. <i>Journal of Business Ethics</i> , 2016, 135, 253-264.	3.7	123
70	Decisions to donate bone marrow: The role of attitudes and subjective norms across cultures. <i>Psychology and Health</i> , 2001, 16, 29-56.	1.2	121
71	Sales Call Anxiety: Exploring What it Means When Fear Rules a Sales Encounter. <i>Journal of Marketing</i> , 2000, 64, 88-101.	7.0	115
72	Brand Coolness. <i>Journal of Marketing</i> , 2019, 83, 36-56.	7.0	114

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73	Customer-organization relationships: Development and test of a theory of extended identities.. Journal of Applied Psychology, 2012, 97, 63-76.	4.2	110
74	Hierarchical representation of motives in goal setting.. Journal of Applied Psychology, 2003, 88, 915-943.	4.2	106
75	A Sales Force-Specific Theory-of-Mind Scale: Tests of Its Validity by Classical Methods and Functional Magnetic Resonance Imaging. Journal of Marketing Research, 2009, 46, 653-668.	3.0	106
76	My Anger Is Your Gain, My Contempt Your Loss: Explaining Consumer Responses to Corporate Wrongdoing. Psychology and Marketing, 2013, 30, 1029-1042.	4.6	105
77	Construct validity and generalizability of the Carver-White behavioural inhibition system/behavioural activation system scales. European Journal of Personality, 2001, 15, 373-390.	1.9	101
78	Expectancy-value attitude models an analysis of critical measurement issues. International Journal of Research in Marketing, 1984, 1, 295-310.	2.4	86
79	Genetic and neurological foundations of customer orientation: field and experimental evidence. Journal of the Academy of Marketing Science, 2012, 40, 639-658.	7.2	86
80	The role of arousal in the creation and control of the halo effect in attitude models. Psychology and Marketing, 1996, 13, 235-264.	4.6	80
81	An Examination of the Etiology of the Attitude-Behavior Relation for Goal-Directed Behaviors. Multivariate Behavioral Research, 1992, 27, 601-634.	1.8	73
82	The effects of company offshoring strategies on consumer responses. Journal of the Academy of Marketing Science, 2013, 41, 683-704.	7.2	71
83	A situational analysis on how salespeople experience and cope with shame and embarrassment. Psychology and Marketing, 2002, 19, 713-741.	4.6	69
84	The year 2000: Looking forward. Psychology and Marketing, 2000, 17, 1-11.	4.6	67
85	Social Consumer Neuroscience: Neurophysiological Measures of Advertising Effectiveness in a Social Context. Journal of Advertising, 2017, 46, 351-362.	4.1	66
86	The Nature and Causes of Self-Esteem, Performance, and Satisfaction in the Sales Force: A Structural Equation Approach. The Journal of Business, 1980, 53, 315.	2.1	66
87	Goal hierarchies as antecedents of market structure. Psychology and Marketing, 2006, 23, 689-709.	4.6	64
88	Construct validity and generalizability of the Kirton Adaption-Innovation Inventory. European Journal of Personality, 1995, 9, 185-206.	1.9	62
89	Goal-striving and the implementation of goal intentions in the regulation of body weight. Psychology and Health, 2000, 15, 255-270.	1.2	61
90	An Investigation of Construct Validity and Generalizability of the Self-Concept.. Journal of International Consumer Marketing, 1996, 8, 97-123.	2.3	59

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91	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.	7.2	56
92	“I am resting but rest less well with you.” The moderating effect of anxious attachment style on alpha power during EEG resting state in a social context. <i>Frontiers in Human Neuroscience</i> , 2014, 8, 486.	1.0	55
93	Structural Equation Models in Experimental Research. <i>Journal of Marketing Research</i> , 1977, 14, 209.	3.0	54
94	Appraisal processes in the enactment of intentions to use coupons. <i>Psychology and Marketing</i> , 1992, 9, 469-486.	4.6	53
95	Consumer stakeholder responses to reshoring strategies. <i>Journal of the Academy of Marketing Science</i> , 2015, 43, 453-471.	7.2	51
96	The neuropsychology of consumer behavior and marketing. <i>Consumer Psychology Review</i> , 2018, 1, 22-40.	3.4	49
97	Self-Control and the Self-Regulation of Dieting Decisions: The Role of Prefactual Attitudes, Subjective Norms, and Resistance to Temptation. <i>Basic and Applied Social Psychology</i> , 2004, 26, 199-213.	1.2	46
98	The impact of reputation and identity congruence on employer brand attractiveness. <i>Marketing Intelligence and Planning</i> , 2015, 33, 124-146.	2.1	46
99	Reshoring from a demand-side perspective: Consumer reshoring sentiment and its market effects. <i>Journal of World Business</i> , 2018, 53, 194-208.	4.6	46
100	Cognitive, Emotional, and Sociocultural Processes in Consumption. <i>Psychology and Marketing</i> , 2013, 30, 12-25.	4.6	42
101	Consumer responses to corporate social irresponsibility: The role of moral emotions, evaluations, and social cognitions. <i>Psychology and Marketing</i> , 2019, 36, 565-586.	4.6	42
102	A self-regulatory model of consideration set formation. <i>Psychology and Marketing</i> , 2005, 22, 785-812.	4.6	40
103	Psychometric vs. C-OAR-SE measures of brand love: A reply to Rossiter. <i>Marketing Letters</i> , 2014, 25, 235-243.	1.9	40
104	Curtailing the harmful effects of workplace incivility: The role of structural demands and organization-provided resources. <i>Journal of Vocational Behavior</i> , 2016, 95-96, 115-127.	1.9	40
105	Understanding the consequences of pride and shame: How self-evaluations guide moral decision making in business. <i>Journal of Business Research</i> , 2018, 84, 271-284.	5.8	39
106	Activities, functions, and structure of pharmacy and therapeutics committees in large teaching hospitals. <i>American Journal of Health-System Pharmacy</i> , 1999, 56, 622-628.	0.5	38
107	Exploring the role of self- and customer-provoked embarrassment in personal selling. <i>International Journal of Research in Marketing</i> , 2003, 20, 233-258.	2.4	38
108	Gender differences in the self-regulation of hypertension. <i>Journal of Behavioral Medicine</i> , 2001, 24, 469-487.	1.1	36

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109	Employees'™ Work-Related Well-Being during COVID-19 Pandemic: An Integrated Perspective of Technology Acceptance Model and JD-R Theory. <i>International Journal of Environmental Research and Public Health</i> , 2021, 18, 11888.	1.2	35
110	Make it Your Own: How Process Valence and Self'€Construal Affect Evaluation of Self'€Made Products. <i>Psychology and Marketing</i> , 2014, 31, 451-468.	4.6	33
111	The use of event related potentials brain methods in the study of Conscious and unconscious consumer decision making processes. <i>Journal of Retailing and Consumer Services</i> , 2021, 58, 102202.	5.3	32
112	How formulating implementation plans and remembering past actions facilitate the enactment of effortful decisions. <i>Journal of Behavioral Decision Making</i> , 2007, 20, 343-364.	1.0	30
113	The More You Care, the Worthier I Feel, the Better I Behave: How and When Supervisor Support Influences (Un)Ethical Employee Behavior. <i>Journal of Business Ethics</i> , 2018, 153, 615-628.	3.7	30
114	Goal-directed behaviors in marketing: Cognitive and emotional perspectives. <i>Psychology and Marketing</i> , 1997, 14, 539-543.	4.6	29
115	Brand community membership and the construction of meaning. <i>Scandinavian Journal of Management</i> , 2013, 29, 173-183.	1.0	29
116	A cross-media content analysis of motivational themes in direct-to-consumer prescription drug advertising. <i>Clinical Therapeutics</i> , 2004, 26, 135-154.	1.1	28
117	Goal-directed behaviors in marketing: The role of emotion, volition, and motivation. <i>Psychology and Marketing</i> , 1997, 14, 309-313.	4.6	26
118	The role of emotional wisdom in salespersons' relationships with colleagues and customers. <i>Psychology and Marketing</i> , 2010, 27, 1001-1031.	4.6	25
119	Consumer Action. <i>Review of Marketing Research</i> , 2006, , 3-42.	0.2	24
120	Toward a general theory of fertility: A causal modeling approach. <i>Demography</i> , 1978, 15, 301-320.	1.2	22
121	Testing Hypotheses About Methods, Traits, and Communalities in the Direct-Product Model. <i>Applied Psychological Measurement</i> , 1992, 16, 373-380.	0.6	22
122	Psychological Underpinnings of Brands. <i>Annual Review of Psychology</i> , 2021, 72, 585-607.	9.9	22
123	Philosophical Foundations of Neuroscience in Organizational Research: Functional and Nonfunctional Approaches. <i>Organizational Research Methods</i> , 2019, 22, 299-331.	5.6	21
124	Effects of arousal on organization of positive and negative affect and cognitions: Application to attitude theory. <i>Structural Equation Modeling</i> , 1994, 1, 222-252.	2.4	20
125	Consumer Reshoring Sentiment and Animosity: Expanding Our Understanding of Market Responses to Reshoring. <i>Management International Review</i> , 2020, 60, 69-95.	2.1	20
126	Consumer arrogance and word-of-mouth. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 1116-1137.	7.2	20



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127	An investigation of the role of affective and moral evaluations in the purposeful behaviour model of attitude. <i>British Journal of Social Psychology</i> , 1989, 28, 97-113.	1.8	19
128	Understanding how elderly patients process drug information: a test of a theory of information processing. <i>Pharmaceutical Research</i> , 1997, 14, 1589-1596.	1.7	19
129	Some insights on visual and verbal processing strategies. <i>Journal of Consumer Psychology</i> , 2008, 18, 258-263.	3.2	19
130	Hierarchical Motive Structures and Their Role in Moral Choices. <i>Journal of Business Ethics</i> , 2009, 90, 461-486.	3.7	19
131	The Role of Moral Values in Instigating Morally Responsible Decisions. <i>Journal of Applied Behavioral Science</i> , 2013, 49, 69-94.	2.0	19
132	A reasoned action approach to physicians' utilization of drug information sources. <i>Pharmaceutical Research</i> , 1996, 13, 1291-1298.	1.7	18
133	Validating the Relationship Qualities of Influence and Persuasion With the Family Social Relations Model. <i>Human Communication Research</i> , 2003, 29, 81-110.	1.9	18
134	A goal-directed interactionist perspective of counterfeit consumption. <i>European Journal of Marketing</i> , 2019, 53, 1311-1332.	1.7	18
135	The Construct Validity of Measures of the Tripartite Conceptualization of Punishment Attitudes. <i>Journal of Social Service Research</i> , 1997, 22, 1-25.	0.7	17
136	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.	5.2	17
137	Conspicuous consumption: A meta-analytic review of its antecedents, consequences, and moderators. <i>Journal of Retailing</i> , 2022, 98, 471-485.	4.0	17
138	The hierarchical cognitive structure of entrepreneur motivation toward private equity financing. <i>Venture Capital</i> , 2006, 8, 253-271.	1.1	16
139	The Role of Moral Emotions and Consumer Values and Traits in the Decision to Support Nonprofits. <i>Journal of Nonprofit and Public Sector Marketing</i> , 2014, 26, 290-311.	0.9	15
140	Self-Control and the Self-Regulation of Dieting Decisions: The Role of Prefactual Attitudes, Subjective Norms, and Resistance to Temptation. <i>Basic and Applied Social Psychology</i> , 2004, 26, 199-213.	1.2	14
141	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.	1.0	14
142	Framing a trust game as a power game greatly affects interbrain synchronicity between trustor and trustee. <i>Social Neuroscience</i> , 2019, 14, 635-648.	0.7	13
143	How and when brand coolness transforms product quality judgments into positive word of mouth and intentions to buy/use. <i>Journal of Marketing Theory and Practice</i> , 2023, 31, 383-402.	2.6	13
144	Reflections on a Scholarly Career: From Inside Out and Back Again. <i>Review of Marketing Research</i> , 2011, 1-41.	0.2	12

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145	The material self. <i>International Journal of Research in Marketing</i> , 2020, 37, 661-677.	2.4	12
146	Consumer Perceptions of Sustainable Development Goals: Conceptualization, Measurement and Contingent Effects. <i>British Journal of Management</i> , 2023, 34, 1157-1183.	3.3	12
147	The determinants of physician attitudes and subjective norms toward drug information sources: modification and test of the theory of reasoned action. <i>Pharmaceutical Research</i> , 1997, 14, 1298-1308.	1.7	11
148	Cognitive and affective determinants of salesforce performance: A two-wave study. <i>Industrial Marketing Management</i> , 2018, 75, 206-217.	3.7	11
149	Alternative Perspectives in Philosophy of Mind and Their Relationship to Structural Equation Models in Psychology. <i>Psychological Inquiry</i> , 2011, 22, 88-99.	0.4	10
150	Inter-role Relationships in Hospital-based Pharmacy and Therapeutics Committee Decision Making. <i>Journal of Health Psychology</i> , 2005, 10, 45-64.	1.3	9
151	Consumer responses to corporate offshoring practices. <i>Management Decision</i> , 2015, 53, 698-712.	2.2	9
152	Genetic and psychological underpinnings of motivation and satisfaction of industrial salespeople. <i>Industrial Marketing Management</i> , 2020, 85, 69-83.	3.7	9
153	Emerging Materialism in China: Qualitative and Quantitative Insights. <i>Journal of International Consumer Marketing</i> , 2013, 25, 127-151.	2.3	8
154	Polymorphisms of the OXTR gene explain why sales professionals love to help customers. <i>Frontiers in Behavioral Neuroscience</i> , 2013, 7, 171.	1.0	8
155	Key Informant Models for Measuring Group-level Variables in Small Groups. <i>Sociological Methods and Research</i> , 2018, 47, 277-313.	4.3	8
156	Alternative approaches for thinking about and modeling consumer decisions in relationships. <i>Journal of Consumer Psychology</i> , 2012, 22, 315-319.	3.2	7
157	The effects of reshoring decisions on employees. <i>Personnel Review</i> , 2019, 49, 1254-1268.	1.6	7
158	Sales Presentation Anxiety, Cortisol Levels, Self-Reports, and Gene-Gene Interactions. <i>Journal of Marketing Behavior</i> , 2016, 2, 225-252.	0.4	6
159	Shared Consumer Needs Across India and China: A Path to Global Advertising of Services?. <i>Management International Review</i> , 2017, 57, 473-500.	2.1	6
160	What We Share Is Who We Are and What We Do: How Emotional Intimacy Shapes Organizational Identification and Collaborative Behaviors. <i>Applied Psychology</i> , 2020, 69, 854-880.	4.4	6
161	Three systems underpinning marketing behavior. <i>AMS Review</i> , 2018, 8, 23-29.	1.1	5
162	Effects of negative social information on the willingness to support charities: the moderating role of regulatory focus. <i>Marketing Letters</i> , 2021, 32, 111-122.	1.9	5

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163	Socializing Marketing. Marketing, Zeitschrift Fur Forschung Und Praxis, 2005, 27, 101-114.	0.2	5
164	Postgame testosterone levels of individuals in team-based status games are affected by genetic makeup, gender, and winning versus losing.. Journal of Neuroscience, Psychology, and Economics, 2015, 8, 135-159.	0.4	4
165	Salesperson self-regulation of pride: Effects on adaptability, effort, and citizenship behaviors between independent-based and interdependent-based cultures. Spanish Journal of Marketing - ESIC, 2016, 20, 1-17.	2.7	4
166	The Role of Shame and Virtues in the Self-Regulation of Decisions to Engage in Digital Piracy. Australasian Marketing Journal, 2021, 29, 15-28.	3.5	4
167	“Give Me Happiness” or “Take Away My Pain”? Explaining consumer responses to prescription drug advertising. Cogent Business and Management, 2015, 2, .	1.3	3
168	Exploring the Effect of Attachment Styles and Winning or Losing a Status Contest on Testosterone Levels. Frontiers in Psychology, 2018, 9, 1051.	1.1	3
169	Some Thoughts on Happiness, Well-being, and a Meaningful Life for Academics. Review of Marketing Research, 2020, , 137-169.	0.2	3
170	Managing Customer Uncertainty in Making Service Offshoring Decisions. Journal of Service Research, 0, , 109467052199213.	7.8	3
171	Examining the Activities of Pharmacy and Therapeutics Committees: An Exploratory Study. Journal of Pharmaceutical Marketing and Management, 2001, 14, 1-29.	0.1	2
172	Facial Attractiveness as a Function of Athletic Prowess. Evolutionary Psychology, 2018, 16, 147470491880136.	0.6	2
173	Social foundations of emotions in family consumption decision making. Social Influence, 2012, 7, 229-250.	0.9	1
174	Moral Reactions to Bribery are Fundamentally Different for Managers Witnessing and Managers Committing Such Acts: Tests of Cognitive-Emotional Explanations of Bribery. Journal of Business Ethics, 2022, 177, 95-124.	3.7	1
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