

Nikhilesh Dholakia

List of Publications by Year in descending order

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Version: 2024-02-01

130
papers

2,592
citations

257450

24
h-index

214800

47
g-index

145
all docs

145
docs citations

145
times ranked

1424
citing authors

#	ARTICLE	IF	CITATIONS
1	Marketing in a postmodern world. <i>European Journal of Marketing</i> , 1995, 29, 40-56.	2.9	397
2	Theoretical and philosophical implications of postmodern debates: some challenges to modern marketing. <i>Marketing Theory</i> , 2006, 6, 123-162.	3.1	239
3	Multichannel retailing: A case study of early experiences. <i>Journal of Interactive Marketing</i> , 2005, 19, 63-74.	6.2	183
4	Mobility and markets: emerging outlines of m-commerce. <i>Journal of Business Research</i> , 2004, 57, 1391-1396.	10.2	150
5	Social behavior and brand devotion among iPhone innovators. <i>International Journal of Information Management</i> , 2010, 30, 475-480.	17.5	86
6	The Epistemic Consumption Object and Postsocial Consumption: Expanding Consumerâ€™Object Theory in Consumer Research. <i>Consumption Markets and Culture</i> , 2006, 9, 17-43.	2.1	71
7	Decision-making time in organizational buying behavior: An investigation of its antecedents. <i>Journal of the Academy of Marketing Science</i> , 1993, 21, 281-292.	11.2	59
8	Professional and trade associations in a nascent and formative sector of a developing economy: A case study of the NASSCOM effect on the Indian offshoring industry. <i>Journal of International Management</i> , 2009, 15, 225-239.	4.2	56
9	Bringing the market to life: screen aesthetics and the epistemic consumption object. <i>Marketing Theory</i> , 2006, 6, 41-62.	3.1	55
10	Consumer subjectivity in the Age of Internet: the radical concept of marketing control through customer relationship management. <i>Information and Organization</i> , 2004, 14, 211-236.	4.8	50
11	An Institutional Theory of Exchange in Marketing. <i>European Journal of Marketing</i> , 1992, 26, 19-41.	2.9	49
12	Determinants of the Global Diffusion of B2B E-commerce. <i>Electronic Markets</i> , 2002, 12, 120-129.	8.1	48
13	Indiaâ€™s Emerging Retail Systems. <i>Journal of Macromarketing</i> , 2012, 32, 252-265.	2.6	46
14	Redefining the bottom of the pyramid from a marketing perspective. <i>Marketing Theory</i> , 2017, 17, 289-303.	3.1	44
15	Virtuality as place and process. <i>Journal of Marketing Management</i> , 2013, 29, 1580-1591.	2.3	34
16	Regulative institutions supporting entrepreneurship in emerging economies: A comparison of China and India. <i>Journal of International Entrepreneurship</i> , 2011, 9, 110-132.	3.0	32
17	Indigenous marketing practices and theories in emerging economies: Consumer behavior and retail transformations in India. <i>Journal of Business Research</i> , 2018, 86, 406-415.	10.2	32
18	Contrasting European and American Approaches to Privacy in Electronic Markets: Property Right versus Civil Right. <i>Electronic Markets</i> , 2001, 11, 116-120.	8.1	30

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19	Consumption Choices at the Macro Level. <i>Journal of Macromarketing</i> , 1982, 2, 6-15.	2.6	29
20	B2C Failures. <i>Journal of Electronic Commerce in Organizations</i> , 2005, 3, 68-81.	1.1	28
21	From social psychology to political economy: A model of energy use behavior. <i>Journal of Economic Psychology</i> , 1983, 3, 231-247.	2.2	27
22	Effects of hedonic components and user's gender on the acceptance of screen-based information services. <i>Behaviour and Information Technology</i> , 1993, 12, 293-303.	4.0	25
23	An empirical test of the balanced theory of port competitiveness. <i>International Journal of Logistics Management</i> , 2017, 28, 363-378.	6.6	24
24	Ideology for the 10 Billion. <i>Journal of Macromarketing</i> , 2013, 33, 7-12.	2.6	22
25	From consumer to construer: Travels in human subjectivity. <i>Journal of Consumer Culture</i> , 2017, 17, 504-522.	2.5	22
26	Interpreting Monieson: Creative and Destructive Tensions. <i>Journal of Macromarketing</i> , 1988, 8, 11-14.	2.6	21
27	Emerging issues in electronic marketing: thinking outside the square. <i>Journal of Business Research</i> , 2002, 55, 623-627.	10.2	21
28	Addressing the mega imbalance: interpretive exploration of Asia. <i>Qualitative Market Research</i> , 2013, 16, 4-11.	1.5	20
29	The reshaping of Chinese consumer values in the social media era. <i>Qualitative Market Research</i> , 2015, 18, 409-426.	1.5	20
30	Philosophical and Radical Thought in Marketing. <i>Journal of Marketing</i> , 1989, 53, 123.	11.3	19
31	Mobile media: from legato to staccato, isochronal consumptionscapes. <i>Consumption Markets and Culture</i> , 2015, 18, 10-24.	2.1	19
32	Marketing in the Emerging World Order. <i>Journal of Macromarketing</i> , 1982, 2, 47-56.	2.6	18
33	Consumer Choicemaking and Choicelessness in Hyperdigital Marketspaces. <i>Journal of Macromarketing</i> , 2021, 41, 65-74.	2.6	18
34	Cultural contradictions of the anytime, anywhere economy: reframing communication technology. <i>Telematics and Informatics</i> , 2004, 21, 123-141.	5.8	16
35	Marketing theory: Breaking the siege of incrementalism. <i>Journal of Marketing Management</i> , 2009, 25, 825-829.	2.3	16
36	Exploring the cultural contradictions of medical tourism. <i>Consumption Markets and Culture</i> , 2010, 13, 399-417.	2.1	16

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37	Reevaluating gender differences in new communication technologies. <i>Communication Research Reports</i> , 1992, 9, 171-181.	1.8	15
38	Conceptualizing B2C Businesses as a New Category of Services. <i>Journal of Electronic Commerce in Organizations</i> , 2005, 3, 1-12.	1.1	15
39	Infotransformation of Markets. <i>Journal of Macromarketing</i> , 2008, 28, 318-325.	2.6	13
40	Disconnected/connected. <i>Marketing Theory</i> , 2015, 15, 113-127.	3.1	13
41	Conceptual framing of virtuality and virtual consumption research. <i>Journal of Global Scholars of Marketing Science</i> , 2018, 28, 305-319.	2.0	13
42	Finanzkapitaland consumers: how financialization shaped twentieth century marketing. <i>Journal of Historical Research in Marketing</i> , 2012, 4, 453-461.	0.4	12
43	Markets, consumers and society in the age of heteromation. <i>European Journal of Marketing</i> , 2019, 53, 1504-1520.	2.9	12
44	The unwitting corruption of broadening of marketing into neoliberalism: a beast unleashed?. <i>European Journal of Marketing</i> , 2021, 55, 868-893.	2.9	12
45	Methodological Issues in Macromarketing. <i>Journal of Macromarketing</i> , 1986, 6, 36-52.	2.6	11
46	E-Commerce Patterns in South Asia: A Look Beyond Economics. <i>Journal of Asia-Pacific Business</i> , 2005, 6, 63-79.	1.5	11
47	Marketing as mystification. <i>Marketing Theory</i> , 2016, 16, 401-426.	3.1	11
48	Firms enabling responsible consumption: a netnographic approach. <i>Marketing Intelligence and Planning</i> , 2020, ahead-of-print, .	3.5	11
49	A Strategic Perspective on Regional Redevelopment. <i>Journal of Macromarketing</i> , 1987, 7, 34-48.	2.6	10
50	Offshoring of healthcare services: the case of US&India trade in medical transcription services. <i>Journal of Health Organization and Management</i> , 2011, 25, 94-107.	1.3	10
51	Marketization and Foucault. <i>Global Business Review</i> , 2017, 18, S191-S202.	3.1	10
52	Globalization of the software industry: Trends and strategies. <i>Information and Management</i> , 1989, 17, 197-206.	6.5	9
53	Global business beyond modernity. <i>Critical Perspectives on International Business</i> , 2006, 2, 147-162.	2.0	9
54	Finanzkapital in the twenty&first century. <i>Critical Perspectives on International Business</i> , 2011, 7, 90-108.	2.0	9

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55	Marketer Behavior and Public Policy: Some Unexplored Territory. <i>Journal of Marketing</i> , 1973, 37, 63-67.	11.3	8
56	Acquisition of telecommunications products and services: an examination of inter-sector differences. <i>IEEE Transactions on Engineering Management</i> , 1991, 38, 328-335.	3.5	8
57	Deregulating markets and fast-changing technology. <i>Telecommunications Policy</i> , 1994, 18, 21-31.	5.3	8
58	Outsider's insights: (mis)understanding A. Fuat F�rat on consumption, markets and culture. <i>Consumption Markets and Culture</i> , 2012, 15, 117-131.	2.1	8
59	Global Heterogeneity in the Emerging M-Commerce Landscape. , 2004, , 1-22.		8
60	Assessing the Market Potential of Network-Enabled 3G M-Business Services. , 2004, , 23-48.		8
61	Research Issues in Macro�Marketing: A Blueprint for Progress. <i>European Journal of Marketing</i> , 1984, 18, 41-55.	2.9	7
62	Toward a Metatheory of Economic Bubbles. , 2014, , .		7
63	Technology, Consumers, and Marketing Theory. , 2011, , 494-512.		7
64	Bubbles: towards a typology. <i>Foresight</i> , 2013, 15, 79-88.	2.1	6
65	Media, markets and violence. <i>Journal of Marketing Management</i> , 2018, 34, 1032-1047.	2.3	6
66	Public Policy toward Essential Consumption Items: Generalizations from the Indian Experience. <i>Journal of Public Policy and Marketing</i> , 1983, 2, 171-182.	3.4	5
67	German and American Consumer Orientations to Information Technologies:. <i>Journal of International Consumer Marketing</i> , 1996, 8, 125-143.	3.7	5
68	Customer Relationship Management and Knowledge Discovery in Database. , 2009, , 1778-1786.		5
69	Exploring the use of computer-mediated communication: A simulation approach. <i>Telematics and Informatics</i> , 1993, 10, 89-102.	5.8	4
70	The changing information business. <i>Journal of World Business</i> , 1995, 30, 94-104.	0.4	4
71	Production and marketing of art in China. <i>Arts and the Market</i> , 2015, 5, 25-44.	0.5	4
72	Toward Pro-Sustainability Actions: A Macro-Behavioral Perspective. <i>Review of Marketing Research</i> , 2016, , 169-192.	0.2	4

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73	Global Heterogeneity in the Emerging M-Commerce Landscape. , 2008, , 3548-3570.		4
74	Marketing Planning in a Social Enterprise A Conceptual Approach. European Journal of Marketing, 1975, 9, 250-258.	2.9	3
75	Research Directions in Macromarketing: A New England Perspective. Journal of Macromarketing, 1986, 6, 65-69.	2.6	3
76	Novos serviçs de informao e comunicao: um quadro de referncia estratgico. Ciencia Da Informacao, 1997, 26, 235-242.	0.1	3
77	Marketer Behavior and Public Policy: Some Unexplored Territory. Journal of Marketing, 1973, 37, 63.	11.3	2
78	The webs and the web-nots: Access issues in the information age. Telematics and Informatics, 1997, 14, 197-207.	5.8	2
79	Late globalization and evolution, episodes and epochs of industries: Evidence from Danish textile and fashion industry, 1945â2015. Thunderbird International Business Review, 2020, 62, 515-530.	1.8	2
80	Global Digital Divide. , 2009, , 1664-1670.		2
81	Live <i>very</i> long and prosper? Transhumanist visions and ambitions in 2021 and beyondâ!. Journal of Marketing Management, 2022, 38, 399-422.	2.3	2
82	Managerial Approaches to Social Problem Solving: A Critique. Journal of General Management, 1975, 3, 75-88.	1.2	1
83	Strategic marketing: An emerging imperative for Indian firms. Vikalpa, 1984, 9, 11-20.	1.2	1
84	Changing the Course of Marketing: Alternative Paradigms for Widening Marketing Theory, Research in Marketing, Supplement 2. Journal of Marketing, 1987, 51, 147.	11.3	1
85	Impact of organizational size, number of sites, and line of business on telecommunications acquisition. Telematics and Informatics, 1992, 9, 87-100.	5.8	1
86	Explaining dotcom failures: a congestion framework. International Journal of Electronic Business, 2007, 5, 22.	0.4	1
87	Transmedia Perspective on Entrepreneurship. , 2018, , 337-354.		1
88	Fusing Back the Human, Radically. , 0, , .		1
89	It's an M-World After All. , 2008, , 3604-3631.		1
90	Choice and choicelessness in consumer practice. , 2018, , 337-352.		1

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91	Electronic Architectures for Bridging the Global Digital Divide. , 2003, , 23-39.		1
92	Understanding Emergent M-Commerce Services by Using Business Network Analysis. , 2004, , 105-131.		1
93	From Digital Divide to Digital Dividend. , 2005, , 1226-1230.		1
94	Electronic Architectures for Bridging the Global Digital Divide. , 2008, , 928-943.		1
95	Mobile Communications and Mobile Commerce. , 2008, , 804-814.		1
96	Configuring M-Commerce Portals for Business Success. , 0, , 76-94.		1
97	A Strategy Model for Export Marketing. Vikalpa, 1976, 1, 35-44.	1.2	0
98	Does Futurology Have A Future in India?. Vikalpa, 1979, 4, 51-70.	1.2	0
99	Decentralized Sectors: A Managerial Framework. Vikalpa, 1979, 4, 277-294.	1.2	0
100	Book Review Section and Communications. Journal of Macromarketing, 1983, 3, 56-60.	2.6	0
101	Review Essay: THE NEXT AMERICAN FRONTIER by Robert B. Reich (New York: Time Books, 1983). Journal of Macromarketing, 1984, 5, 68-71.	2.6	0
102	Book Review Section and Communications: A Note From the Editor. Journal of Macromarketing, 1987, 7, 65-65.	2.6	0
103	Marketing: A managerial introduction. International Journal of Research in Marketing, 1987, 4, 68-69.	4.2	0
104	Export marketing of India's new manufactures. International Journal of Research in Marketing, 1987, 4, 76-77.	4.2	0
105	Philosophical and Radical Thought in Marketing. Journal of Marketing Research, 1988, 25, 411.	4.8	0
106	Integration of Markets and the Interplay of Interests: Understanding the Discourse about North American Free Trade Area. Canadian Journal of Administrative Sciences, 1992, 9, 106-115.	1.5	0
107	Global e-Organization. , 0, , 533-543.		0
108	Nikhilesh Dholakia: critical path, perils and unending quest. Journal of Historical Research in Marketing, 2019, 11, 376-390.	0.4	0

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109	Dataveillance and Panoptic Marketspaces. , 2005, , 170-175.		0
110	World Trade Point Federation. International Journal of Cases on Electronic Commerce, 2005, 1, 39-52.	0.1	0
111	The CRM-KDD Nexus. , 2005, , 2803-2808.		0
112	Automobile Traffic Impact of Distance Learning. , 2005, , 114-119.		0
113	CRM, KDD and Relationship Marketing. , 2005, , 250-267.		0
114	World Trade Point Federation. Cases on Information Technology Series, 2006, , 282-295.	0.0	0
115	It's an M-World After All. , 2008, , 2164-2176.		0
116	The CRM-KDD Nexus. , 2008, , 270-277.		0
117	Comparing China's and India's Evolution of Broadband Internet in the Developing World. , 2008, , 841-852.		0
118	Borderless Bits: Electronic Globalization and its Social Consequences. SSRN Electronic Journal, 0, , .	0.4	0
119	B2C Failures. , 2009, , 469-481.		0
120	Automobile Traffic Impact of Distance Learning. , 2009, , 132-137.		0
121	Mobile Communications and Mobile Commerce. , 2009, , 27-37.		0
122	Comparing China's and India's Evolution of Broadband Internet in the Developing World. , 2010, , 2265-2277.		0
123	Finanzkapital in the Twenty-First Century. SSRN Electronic Journal, 0, , .	0.4	0
124	Offshoring of high-value functions. , 2010, , 327-354.		0
125	Failures of B2C Retailing. Advances in Electronic Commerce Series, 0, , 60-73.	0.3	0
126	Conceptualizing Failed B2C Dotcoms as Innovation Failures. Advances in Electronic Commerce Series, 0, , 168-186.	0.3	0

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127	Mobile Communications and Mobile Commerce. <i>Advances in Electronic Commerce Series</i> , 0, , 1-14.	0.3	0
128	It's an M-World After All. <i>Advances in Electronic Commerce Series</i> , 0, , 259-275.	0.3	0
129	Adversarial Allies: The Evolving China-India Nexus. , 2008, , .		0
130	Media Review Adam McKay (2021), <i>Donâ€™t Look Up</i> by Netflix, 2h 18m. <i>Journal of Macromarketing</i> , 0, , 027614672210966.	2.6	0