

# Harald J Van Heerde

## List of Publications by Year in descending order

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Version: 2024-02-01

55  
papers

5,235  
citations

109321

35  
h-index

161849

54  
g-index

56  
all docs

56  
docs citations

56  
times ranked

2872  
citing authors

#	ARTICLE	IF	CITATIONS
1	Looking Ahead: ANZMAC's Pivotal Role for Marketing Scholars Downunder. <i>Australasian Marketing Journal</i> , 2023, 31, 196-198.	5.4	2
2	Cross-National Differences in Market Response: Line-Length, Price, and Distribution Elasticities in 14 Indo-Pacific Rim Economies. <i>Journal of Marketing Research</i> , 2022, 59, 251-270.	4.8	22
3	Spotlight Personnel: How Hiring and Turnover Drive Service Performance Versus Demand. <i>Journal of Marketing Research</i> , 2022, 59, 797-820.	4.8	2
4	Reality Check: Infusing Ecological Value into Academic Marketing Research. <i>Journal of Marketing</i> , 2021, 85, 1-13.	11.3	68
5	Leveraging Brand Equity for Effective Visual Product Design. <i>Journal of Marketing Research</i> , 2020, 57, 257-277.	4.8	23
6	Challenging the Boundaries of Marketing. <i>Journal of Marketing</i> , 2019, 83, 1-4.	11.3	59
7	Engaging the unengaged customer: The value of a retailer mobile app. <i>International Journal of Research in Marketing</i> , 2019, 36, 420-438.	4.2	70
8	JM as a Marketplace of Ideas. <i>Journal of Marketing</i> , 2019, 83, 1-7.	11.3	124
9	Building and leveraging sports brands: evidence from 50 years of German professional soccer. <i>Journal of the Academy of Marketing Science</i> , 2018, 46, 591-611.	11.2	20
10	Delusion in Attribution: Caveats in Using Attribution for Multimedia Budget Allocation. <i>Journal of Marketing Research</i> , 2018, 55, 667-685.	4.8	26
11	The Dynamic Interplay between Recorded Music and Live Concerts: The Role of Piracy, Unbundling, and Artist Characteristics. <i>Journal of Marketing</i> , 2017, 81, 67-87.	11.3	86
12	How Well Does Consumer-Based Brand Equity Align with Sales-Based Brand Equity and Marketing-Mix Response?. <i>Journal of Marketing</i> , 2017, 81, 1-20.	11.3	182
13	Non- and Semiparametric Regression Models. <i>International Series in Quantitative Marketing</i> , 2017, , 555-579.	0.5	2
14	Addressing Endogeneity in Marketing Models. <i>International Series in Quantitative Marketing</i> , 2017, , 581-627.	0.5	144
15	Marketing Budget Allocation Across Countries: The Role of International Business Cycles. <i>Marketing Science</i> , 2017, 36, 792-809.	4.1	14
16	Marketing research on product-harm crises: a review, managerial implications, and an agenda for future research. <i>Journal of the Academy of Marketing Science</i> , 2017, 45, 593-615.	11.2	133
17	Sales Promotion Models. <i>Profiles in Operations Research</i> , 2017, , 13-77.	0.4	21
18	Analysing the motivations of Japanese international sports-fan tourists. <i>European Sport Management Quarterly</i> , 2016, 16, 487-501.	3.8	16

#	ARTICLE	IF	CITATIONS
19	Brand Buzz in the Echoverse. <i>Journal of Marketing</i> , 2016, 80, 1-24.	11.3	224
20	Robust optimization of the 0â€™1 knapsack problem: Balancing risk and return in assortment optimization. <i>European Journal of Operational Research</i> , 2016, 250, 842-854.	5.7	25
21	The Impact of the Business Cycle on Service Providers. <i>Journal of Service Research</i> , 2016, 19, 22-38.	12.2	12
22	The impact of pre- and post-launch publicity and advertising on new product sales. <i>International Journal of Research in Marketing</i> , 2015, 32, 408-417.	4.2	74
23	Fanning the Flames? how Media Coverage of a Price War Affects Retailers, Consumers, and Investors. <i>Journal of Marketing Research</i> , 2015, 52, 674-693.	4.8	33
24	The Challenge of Retaining Customers Acquired with Free Trials. <i>Journal of Marketing Research</i> , 2015, 52, 217-234.	4.8	112
25	Losses Loom <i>Longer</i> than Gains: Modeling the Impact of Service Crises on Perceived Service Quality over Time. <i>Journal of Marketing Research</i> , 2015, 52, 642-656.	4.8	76
26	Rising from the Ashes: How Brands and Categories Can Overcome Product-Harm Crises. <i>Journal of Marketing</i> , 2013, 77, 58-77.	11.3	216
27	Optimizing Retail Assortments. <i>Marketing Science</i> , 2013, 32, 699-715.	4.1	69
28	Price and Advertising Effectiveness over the Business Cycle. <i>Journal of Marketing Research</i> , 2013, 50, 177-193.	4.8	155
29	Incorporating Context Effects into a Choice Model. <i>Journal of Marketing Research</i> , 2011, 48, 767-780.	4.8	108
30	The Sense and Non-Sense of Holdout Sample Validation in the Presence of Endogeneity. <i>Marketing Science</i> , 2011, 30, 1115-1122.	4.1	82
31	Return on Roller Coasters: A Model to Guide Investments in Theme Park Attractions. <i>Marketing Science</i> , 2010, 29, 721-737.	4.1	20
32	Estimating Cannibalization Rates for Pioneering Innovations. <i>Marketing Science</i> , 2010, 29, 1024-1039.	4.1	53
33	What Makes Consumers Willing to Pay a Price Premium for National Brands over Private Labels?. <i>Journal of Marketing Research</i> , 2010, 47, 1011-1024.	4.8	285
34	The Long-Term Effect of Marketing Strategy on Brand Sales. <i>Journal of Marketing Research</i> , 2010, 47, 866-882.	4.8	223
35	Creating lift versus building the base: Current trends in marketing dynamics. <i>International Journal of Research in Marketing</i> , 2009, 26, 13-20.	4.2	65
36	Promotion Dynamics. <i>Foundations and Trends in Marketing</i> , 2009, 3, 177-268.	1.1	40

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37	Winners and Losers in a Major Price War. <i>Journal of Marketing Research</i> , 2008, 45, 499-518.	4.8	143
38	Building Brands. <i>Marketing Science</i> , 2008, 27, 1036-1054.	4.1	119
39	Sales Promotion Models. <i>Profiles in Operations Research</i> , 2008, , 107-162.	0.4	23
40	Consumer Packaged Goods in France: National Brands, Regional Chains, and Local Branding. <i>Journal of Marketing Research</i> , 2007, 44, 14-20.	4.8	29
41	Do loyalty programs really enhance behavioral loyalty? An empirical analysis accounting for self-selecting members. <i>International Journal of Research in Marketing</i> , 2007, 24, 31-47.	4.2	337
42	The Impact of a Product-Harm Crisis on Marketing Effectiveness. <i>Marketing Science</i> , 2007, 26, 230-245.	4.1	308
43	Consideration sets, intentions and the inclusion of "don't know" in a two-stage model for voter choice. <i>International Journal of Forecasting</i> , 2005, 21, 53-71.	6.5	9
44	The proper interpretation of sales promotion effects: supplement elasticities with absolute sales effects. <i>Applied Stochastic Models in Business and Industry</i> , 2005, 21, 397-402.	1.5	6
45	Rejoinder for the proper interpretation of sales promotion effects: supplement elasticities with absolute sales effects. <i>Applied Stochastic Models in Business and Industry</i> , 2005, 21, 407-408.	1.5	0
46	Marketing Models and the Lucas Critique. <i>Journal of Marketing Research</i> , 2005, 42, 15-21.	4.8	55
47	New Empirical Generalizations on the Determinants of Price Elasticity. <i>Journal of Marketing Research</i> , 2005, 42, 141-156.	4.8	341
48	Decomposing the Promotional Revenue Bump for Loyalty Program Members versus Nonmembers. <i>Journal of Marketing Research</i> , 2005, 42, 443-457.	4.8	75
49	The Dynamic Effect of Innovation on Market Structure. <i>Journal of Marketing Research</i> , 2004, 41, 166-183.	4.8	113
50	Decomposing the Sales Promotion Bump with Store Data. <i>Marketing Science</i> , 2004, 23, 317-334.	4.1	203
51	Similarity-Based Spatial Methods to Estimate Shelf Space Elasticities. <i>Quantitative Marketing and Economics</i> , 2004, 2, 257-277.	1.5	26
52	Is 75% of the Sales Promotion Bump Due to Brand Switching? No, Only 33% Is. <i>Journal of Marketing Research</i> , 2003, 40, 481-491.	4.8	199
53	How Promotions Work: SCAN*PRO-Based Evolutionary Model Building. <i>Schmalenbach Business Review</i> , 2002, 54, 198-220.	0.9	57
54	Semiparametric Analysis to Estimate the Deal Effect Curve. <i>Journal of Marketing Research</i> , 2001, 38, 197-215.	4.8	129

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55	The Estimation of Pre- and Postpromotion Dips with Store-Level Scanner Data. <i>Journal of Marketing Research</i> , 2000, 37, 383-395.	4.8	177