

Justin M Lawrence

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9562237/publications.pdf>

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3
papers

38
citations

2682572

2
h-index

2550090

3
g-index

3
all docs

3
docs citations

3
times ranked

33
citing authors

#	ARTICLE	IF	CITATIONS
1	The opportunities and costs of highly involved organizational buyers. Journal of the Academy of Marketing Science, 2023, 51, 480-501.	11.2	2
2	Salesperson Dual Agency in Price Negotiations. Journal of Marketing, 2021, 85, 89-109.	11.3	18
3	When it pays to have a friend on the inside: contingent effects of buyer advocacy on B2B suppliers. Journal of the Academy of Marketing Science, 2019, 47, 837-857.	11.2	18