

## Publications:

### Journal Publications

- Wood, John 'Andy', James S. Boles, Wesley Johnston, Danny Bellenger, (2008) "Buyers' Trust of the Salesperson: An Item Level Meta-Analysis," *Journal of Personal Selling and Sales Management*, 28(3), 263-283.
- Sangtani, Vinita, John 'Andy' Wood, (2008) "The Impact of Stigma: Negative Stereotypes of Salespeople," *Journal of Selling and Major Account Management*, 7(4), 38-52.
- Wood, John 'Andy' (2008) "The Effect of Buyers' Perceptions of Environmental Uncertainty on Satisfaction and Loyalty," *Journal of Marketing Theory and Practice*, 16(4), 309-320
- Wood, John 'Andy', (2008) "Methodology for Dealing with Duplicate Study Effects in a Meta-Analysis", *Organizational Research Methods* 11 (1) 79-95.
- Wood, John 'Andy', James S. Boles, Barry Babin, (2008) "The Formation of Buyer's Trust of the Seller in an Initial Sales Encounter," *Journal of Marketing Theory & Practice* 16 (1) 27-39.
- Boles, James S., Ramana Madupalli, Brian Rutherford, John 'Andy' Wood, (2007) "The Relationship of Facets of Salesperson Job Satisfaction with Affective Organizational Commitment", *Journal of Business and Industrial Marketing*, 22 (5) 311-321.
- Wood, John 'Andy', (2006) "NLP Revisited: Nonverbal Communications and Signals of Trustworthiness", *Journal of Personal Selling & Sales Management*, 26 (2) 197-204.
- Wood, John 'Andy', (2005) "Organizational Configuration as an Antecedent to Buying Centers' Size and Structure", *Journal of Business and Industrial Marketing* 20 (6) 263-275.
- Boles, James, John "Andy" Wood, Julie Johnson, (2003), "Inter-Relationships of Role Conflict, Role Ambiguity and Work-Family Conflict with Different Facets of Job Satisfaction and the Moderating Effects of Gender", *Journal of Personal Selling & Sales Management*, 23 (2) 99-113.
- Wood, John 'Andy' and James Boles, "Perceptual Cues that Influence Buyer's Assessments about the Trustworthiness of Sellers during Initial Sales Exchanges", under review *Journal of Personal Selling and Sales Management*

### Conference Proceedings

- Wood, John 'Andy', (2008), "Stigma and Salespeople" Special Session: A Triangle of Stigma: Consumer, Salesperson and Product, *AMA Winter Educators Conference*, Austin, TX, February 2008.
- Wood, John 'Andy' (2007), "A Time and Territory Exercise", *National Conference in Sales Management*, Irvine, CA, March 2007.
- Wood, John 'Andy' (2003), "A New Model for Measuring Salespeople's Performance", *National Conference in Sales Management*, Cincinnati, Ohio, April 2003.
- Wood, John 'Andy' (2003), "Methodology for Dealing with Duplicate Study Effects in a Meta-Analysis of Sales Force Turnover", *Proceedings of the American Marketing Association, Winter Educators Conference*, Orlando, Florida, February 2003.

Wood, John 'Andy' (2002), "Organizational Configurations and Firm Size as Antecedents to Buying Centers' Size and Structure", *Proceedings of the Annual Meeting of the Society for Marketing Advances*, St. Petersburg, Florida, November 13-16, 2002.

Boles, James, Barry Babin, John 'Andy' Wood, (2002), "Initial Trust in a Sales Exchange", *5<sup>th</sup> Annual Retail Strategy and Consumer Decision Research Symposium*, St. Petersburg, Florida November 2002.

Wood, John 'Andy' (2002), "Trust Formation During The Initial Face-To-Face Sales Encounter", *National Conference in Sales Management*, Atlanta, Georgia, April 4-6 2002.

Wood, John 'Andy' (2001), "The Effect of Channel Members' Perceptions of Environmental Uncertainty on Levels of Satisfaction", *Proceedings of the Annual Meeting of the Society for Marketing Advances*, New Orleans, Louisiana November 6-10, 2001.

#### Other Publications

Wood, John 'Andy' (2000), "Managing Risk Associated with New Customers", *Business Credit*, 102 (September) 34-35.