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Luís Manuel da Silva Pereira Fructuoso Martinez



Academic Qualifications

University/Institution	Type	Degree	Period
Tilburg University	PhD	Organizational Behavior / Economic and Social Psychology	2010
ISPA - Instituto Universitário	M.Sc.	Comportamento Organizacional	2000
NOVA School of Business and Economics	Licenciante	Economia	1997

Supervisions

• M.Sc. Dissertations

- Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
1	João Demony D'Eça Lourenço Matias	Percepções da Comunidade Escolar quanto à Liderança exercida em Escolas Públicas e Privadas	Portuguese	Iscte	2013

2	Pedro José Leonardo de Faria Barbosa	Análise do Impacto da Vergonha na Tomada de Decisão e Comportamento Pró-Social	Portuguese	Iscte	2013
3	Kerstin Hilma Ingeborg Jahneke	Comportamento Organizacional de uma Empresa Portuguesa com Cultura Alemã	Portuguese	Iscte	2013
4	Aminabi Can	Impacto da Relação Consultor-Empresário nos Processos de Mudança nas Micro, Pequenas e Médias Empresas	Portuguese	Iscte	2013
5	Carla Sofia Zorro Ilhéu	The Influence of Human Resources Practices in Consumer's Decision-Making	English	Iscte	2013
6	Carolina Maria Ferreira Martins de Paiva	As Redes Sociais Online - A Perspectiva do potencial candidato	Portuguese	Iscte	2013
7	Filipe Jorge Cara de Anjo Castanheira	Diagnóstico organizacional em empresas de trabalho temporário em Portugal: percepções dos agentes organizacionais sobre o funcionamento do sector	Portuguese	Iscte	2012
8	Sara Alexandra Alves Silva de Sousa	O Presentismo e a Integridade Percebida do Líder	Portuguese	Iscte	2012
9	Julieta Maria Abreu Bacelar de Vasconcelos	Utilização do SIADAP como Componente de um Sistema de Gestão de Carreiras	Portuguese	Iscte	2012
10	Anaisa Mamadehussene	--	--	Iscte	2011

• M.Sc. Final Projects

- Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
1	Sónia Maria Ribeiro Filipe	The Case of Organizational Behavior in Portuguese Junior Enterprises: Embeddedness, work-life balance, motivation and satisfaction	English	Iscte	2013
2	Maria Catarina Damas Rito	O Impacto da Crise na Gestão de Pessoas: Um estudo sobre a gestão de talento em empresas de tecnologias de informação e comunicação	Portuguese	Iscte	2013
3	Eduardo Alexandre Ferreira da Costa Moreira Lopes	O impacto que o presentismo tem numa PME	Portuguese	Iscte	2012
4	Ana Teresa Pereira Valente	A Formação Comportamental nas Organizações - Projecto "Os 7 Hábitos das Pessoas Eficazes	Portuguese	Iscte	2012

Total Citations

Web of Science®	627
Scopus	473

Publications

• Scientific Journals

- Scientific journal paper

1	<p>Ramos, F. R., Martinez, L. M., Martinez, L. F., Abreu, R. & Rubio, L. (2025). Mapping e-commerce trends in the USA: A time series and deep learning approach. <i>Journal of Marketing Analytics</i>. 13 (3), 606-634</p> <ul style="list-style-type: none"> - Times Cited Web of Science®: 4 - Times Cited Scopus: 5 - Times Cited Google Scholar: 3
2	<p>Ferreira, A. I., Mach, M., Martinez, L. & Miraglia, M. (2022). Sickness presenteeism in the aftermath of COVID-19: Is presenteeism remote-work behavior the new (ab)normal?. <i>Frontiers in Psychology</i>. 12</p> <ul style="list-style-type: none"> - Times Cited Web of Science®: 52 - Times Cited Scopus: 50 - Times Cited Google Scholar: 87
3	<p>Offergeld, T., Martinez, L. F. & Ferreira, A. I. (2020). A train of thought in product experientiality: Working memory, distraction, and inconsistencies in cue order effects. <i>Journal of Retailing and Consumer Services</i>. 53</p> <ul style="list-style-type: none"> - Times Cited Web of Science®: 7 - Times Cited Scopus: 6 - Times Cited Google Scholar: 7
4	<p>Ferreira, A. I., Mach, M., Martinez, L., Brewster, C., Dagher, G., Perez-Nebra, A....Lisovskaya, A. (2019). Working sick and out of sorts: a cross-cultural approach on presenteeism climate, organizational justice and work-family conflict. <i>International Journal of Human Resource Management</i>. 30 (19), 2754-2776</p> <ul style="list-style-type: none"> - Times Cited Web of Science®: 47 - Times Cited Scopus: 36 - Times Cited Google Scholar: 76
5	<p>Mach, M., Ferreira, A. I., Martinez, L. F., Lisowskaia, A., Dagher, G. K. & Perez-Nebra, A. R. (2018). Working conditions in hospitals revisited: a moderated-mediated model of job context and presenteeism. <i>PLoS One</i>. 13 (10)</p> <ul style="list-style-type: none"> - Times Cited Web of Science®: 25 - Times Cited Scopus: 23 - Times Cited Google Scholar: 53
6	<p>Ferreira, A. I., Martinez, L. F., Rodrigues, R. I. & Ilhéu, C. (2017). The impact of human resources practices on consumers' investment intentions. <i>Employee Relations</i>. 39 (4), 475-486</p> <ul style="list-style-type: none"> - Times Cited Web of Science®: 5 - Times Cited Scopus: 5

7	<p>Neto, M., Ferreira, A. I., Martinez, L. F. & Ferreira, P. C. (2017). Workplace bullying and presenteeism: the path through emotional exhaustion and psychological wellbeing. <i>Annals of Work Exposures and Health</i>. 61 (5), 528-538</p> <p>- Times Cited Web of Science®: 77 - Times Cited Scopus: 65 - Times Cited Google Scholar: 131</p>
8	<p>Campos, I. S., Almeida, L. S., Ferreira, A. I., Martinez, L. F. & Ramalho, G. (2013). Cognitive processes and math performance: a study with children at third grade of basic education. <i>European Journal of Psychology of Education</i>. 28 (2), 421-436</p> <p>- Times Cited Web of Science®: 41 - Times Cited Scopus: 27 - Times Cited Google Scholar: 64</p>
9	<p>Campos, I. S., Almeida, L. S., Ferreira, A. I. & Martinez, L. F. (2013). Working memory as separable subsystems: A study with Portuguese primary school children. <i>The Spanish Journal of Psychology</i>. 16</p> <p>- Times Cited Web of Science®: 14 - Times Cited Scopus: 13 - Times Cited Google Scholar: 22</p>
10	<p>Campos, I., Almeida, F., Ferreira, A.I. & Martinez, L. (2013). Working memory as separable subsystems: a study with Portuguese primary school children. <i>The Spanish Journal of Psychology</i>.</p> <p>- Times Cited Google Scholar: 22</p>
11	<p>Ferreira, A. I. & Martinez, L. F. (2012). Presenteeism and burnout among teachers in public and private Portuguese elementary schools. <i>International Journal of Human Resource Management</i>. 23 (20), 4380-4390</p> <p>- Times Cited Web of Science®: 117 - Times Cited Scopus: 64 - Times Cited Google Scholar: 228</p>
12	<p>Martinez, L. F. & Ferreira, A. I. (2012). Sick at work: presenteeism among nurses in a Portuguese public hospital. <i>Stress and Health</i>. 28 (4), 297-304</p> <p>- Times Cited Web of Science®: 132 - Times Cited Scopus: 88 - Times Cited Google Scholar: 235</p>
13	<p>Martinez, L.F., Zeelenberg, M. & Rijsman, J.B. (2011). Regret, disappointment and the endowment effect. <i>Journal of Economic Psychology</i>. 32 (6), 962-968</p> <p>- Times Cited Web of Science®: 41 - Times Cited Scopus: 36</p>
14	<p>Martinez, L. F., Ferreira, A. I. & Cunha, J. V. (2011). Emotions in the workplace: can shame increase productivity levels?. <i>Pessoas e Sintomas</i>. 15, 5-7</p> <p>- Times Cited Google Scholar: 1</p>
15	<p>Ferreira, A. I. & Martinez, L. F. (2011). Intellectual capital: perceptions of productivity and investment. <i>Revista de Administração Contemporânea</i>. 15 (2), 249-260</p> <p>- Times Cited Google Scholar: 58</p>
16	<p>Martinez, L.F., Zeelenberg, M. & Rijsman, J.B. (2011). Behavioural consequences of regret and disappointment in social bargaining games. <i>Cognition and Emotion</i>. 25 (2), 351-359</p> <p>- Times Cited Web of Science®: 63 - Times Cited Scopus: 50</p>

17	Ferreira, A. I., Martinez, L. F., Sousa, L. M. & Cunha, J. V. (2010). Tradução e validação para a língua portuguesa das escalas de presentismo WLQ-8 e SPS-6. <i>Avaliação Psicológica</i> . 9 (2), 253-266 - Times Cited Google Scholar: 81
18	Ferreira, A. I., Martinez, L. F. & Guisande, M. A. (2009). Risky behavior, personality traits and road accidents among university students. <i>European Journal of Education and Psychology</i> . 2 (2), 79-98 - Times Cited Google Scholar: 59
19	Martinez, L. F., Zeelenberg, M. & Rijsman, J. B. (2008). Why valence is not enough in the study of emotions: behavioral differences between regret and disappointment. <i>Psicologia</i> . 22 (2), 109-121

- Editorial

1	Ferreira, A.I., Mach, M., Martinez, L. & Miraglia M. (2022). Editorial: Presenteeism in the aftermath of COVID-19: New trends and contributions regarding sickness presence at work. <i>Frontiers in Psychology</i> . 13 - Times Cited Web of Science®: 2 - Times Cited Scopus: 4
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- Review article

1	Martinez, L. M., Ramos, F. R., Amaro, A. C., Cantú, W., Kumar, S. & Martinez, L. F. (2026). The color of things: A multi-method approach for new marketing and business strategies. <i>Color Research and Application</i> . 51 (1)
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• Books and Book Chapters

- Book author

1	Martinez, L.F. & Ferreira, A.I. (2010). <i>Análise de dados com SPSS: Primeiros passos</i> . Lisboa. Escolar Editora.
2	Ferreira, A.I. & Martinez, L.F. (2008). <i>Manual de diagnóstico e mudança organizacional</i> . Lisboa. RH Editora. - Times Cited Google Scholar: 115

- Book editor

1	Ferreira, A.I., Martinez, L., Nunes, F. G. & Duarte, H. (2015). <i>GRH para Gestores</i> . Lisboa. RH Editora. Ferreira, A. and Martinez, L. and Nunes, F. G. and Duarte, H. (Ed.). - Times Cited Google Scholar: 114
2	Martinez, L., Ferreira, A.I. & Passos, A. M. (2013). <i>Gerir Pessoas: 14 Exemplos de boas práticas em Portugal</i> . Lisboa. Edições Sílabo. Martinez, L. and Ferreira, A. and Lopes, M.P. (Ed.). - Times Cited Google Scholar: 8

- Book chapter

1	Ramos, F. R., Martinez, L. M. & Martinez, L. (2024). Trends and forecasts for sales and employment: An overview of the e-Commerce sector. In Martínez-López F.J., Martínez L.F., Brüggemann P. (Ed.), <i>Advances in Digital Marketing and eCommerce</i> . DMEC 2024, Springer Proceedings in Business and Economics. (pp. 31-40). Barcelona: Springer. - Times Cited Scopus: 1 - Times Cited Google Scholar: 3
2	Luís Manuel da Silva Pereira Frutuoso Martinez (2012). <i>Organizações aprendentes</i> . In <i>Gestão de Recursos Humanos de A a Z</i> : A. L. Neves & R. F. Costa.

• Conferences/Workshops and Talks

- Publication in conference proceedings

1	Ferreira, A., Martinez, L., Cunha, J.V. & Sousa, L.M. (2008). Características métricas do Work Limitations Questionnaire (versão reduzida): Escala de presentismo. In XIII Conferência Internacional de Avaliação Psicológica. (pp. 0-0).
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- Talk

1	Plötz, S., Martinez, L. M., Martinez, L. & Ramos, F.R. (2023). The influence of TikTok videos on German Gen Z consumers' attitude and purchase intention towards sustainable brands. 4th Digital Marketing and eCommerce Conference.
2	Mach, M., Ferreira, A., Martinez, L., Perez-Nebra, A., Dagher, G. & Lisovskaia, L. (2015). Work-family conflict antecedents: A cross-cultural approach on presenteeism climate and organizational justice. VI International Conference of Work and Family (ICWF).
3	Carla Costa, Zhou, Q., Martinez, L. & Ferreira, A. (2014). State Anger and Creative Process Engagement in the organisational context. EGOS Colloquium 2014.
4	Ferreira, A. & Martinez, L. (2013). To Be Or Not To Be At Work: Construction And Validation Of A Scale Of Presenteeism Culture. European Conference on Psychological Assessment.
5	Ferreira, A. & Martinez, L. (2013). The Importance of Leader-Member Exchange for Presenteeism Culture: A Study in the Financial Sector. Academy of Management Conference.
6	Ferreira, A., Martinez, L., Zhou, Q. & Rodrigues, P. (2013). Presenteeism, productivity losses, supervision support and role ambiguity: A longitudinal study in an IT company. 16th Congress of the European Association of Work and Organizational Psychology (EAWOP).
7	Martinez, L.F. & Ferreira, A.I. (2012). Presenteísmo: Interfaces no contexto da saúde do trabalhador. III Encontro Internacional de Enfermagem e Saúde do Trabalhador.
8	Martinez, L.F. (2012). Research and teaching collaborations with colleagues in underrepresented nations. 72th Annual Meeting of the Academy of Management.
9	Vasconcelos, J., Martinez, L.F. & Ferreira, A.I. (2012). Utilização do SIADAP como componente de um sistema de gestão de carreiras no exército. VII Simpósio sobre Comportamento Organizacional.
10	Martinez, L.F. & Zeelenberg, M. (2012). Emotions, situational labels and bargaining game behavior. VII Simpósio sobre Comportamento Organizacional.

11	Valente, A.T.P. & Martinez, L.F. (2012). A formação comportamental nas organizações: Projeto "Os sete hábitos das pessoas eficazes". VII Simpósio sobre Comportamento Organizacional.
12	Ferreira, A.I. & Martinez, L.F. (2012). Presenteeism and burnout among elementary school teachers. VII Simpósio sobre Comportamento Organizacional.
13	Martinez, L.F. & Ferreira, A.I. (2011). Presenteeism in a Portuguese hospital: A case-study. I Lusophone Congress on Organizational Behavior and Management, ISCSPP ? UTL.
14	Martinez, L.F. (2011). Introdução à Gestão de Recursos Humanos. I Conferência de Gestão Turística e Hoteleira, Escola Superior de Turismo e Tecnologia do Mar, IPL.
15	Martinez, L.F., Zeelenberg, M. & Rijsman, J.B. (2011). The effects of regret, disappointment and situational labels on bargaining game behavior. 10th TIBER Symposium.
16	Martinez, L.F. & Ferreira, A.I. (2011). Presenteeism in a health-related Portuguese organization: Potential physical and psychological causes. 119th APA Convention.
17	Ferreira, A.I. & Martinez, L.F. (2011). Construction and psychometric properties of a computer-memory battery using item response theory and classical test theory. 119th APA Convention.
18	Ferreira, A., Martinez, L., Cunha, J.V. & Sousa, L.M. (2010). A esperança é a última a morrer? Capital psicológico positivo e presentismo. 9º Seminário de Gestão de Recursos Humanos. O capital intelectual: A peça que faz a diferença. - Times Cited Google Scholar: 66

• Other Publications

- Non-peer-reviewed papers

1	Martinez, L., Ferreira, A.I. & Nunes, Tania A. M. (2018). Presenteeism and Work-Family/Family-Work Conflict: A Cross-Cultural Approach with Two Latin Countries. Presenteeism at Work.
2	Martinez, L.F. (2012). Uma questão de confiança. Psicologia na Actualidade. 6, 164-171
3	Martinez, L.F. (2011). Escolhas ir(racionais). Psicologia na Actualidade. 3, 131-138
4	Ferreira, A.I., Martinez, L. & Guisande, M. A. (2009). Risky behavior, personality traits and road accidents among university students. European Journal of Education and Psychology.
5	Ferreira, A.I., Martinez, L., Cunha, J.V. & Sousa, L.M. (2008). Presenteeism and positive organizational behavior. International Journal of Psychology.
6	Ferreira, A.I., Martinez, L., Cunha, J.V. & Sousa, L.M. (2008). Presenteeism and positive organizational behavior. International Journal of Psychology.