

# Brian L Dos Santos

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10519522/publications.pdf>

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13  
papers

1,033  
citations

1163117

8  
h-index

1281871

11  
g-index

14  
all docs

14  
docs citations

14  
times ranked

516  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Impact of Information Technology Investment Announcements on the Market Value of the Firm. Information Systems Research, 1993, 4, 1-23.	3.7	437
2	Justifying Investments in New Information Technologies. Journal of Management Information Systems, 1991, 7, 71-89.	4.3	222
3	Rewards to Investors in Innovative Information Technology Applications: First Movers and Early Followers in ATMs. Organization Science, 1995, 6, 241-259.	4.5	145
4	Competitor and vendor influence on the adoption of innovative applications in electronic commerce. Information and Management, 1998, 34, 175-184.	6.5	90
5	Are New IT-Enabled Investment Opportunities Diminishing for Firms?. Information Systems Research, 2012, 23, 287-305.	3.7	33
6	Differences in analyst's attitudes towards information systems development: Evidence and implications. Information and Management, 1988, 14, 31-41.	6.5	32
7	Information Technology Investments: Characteristics, Choices, Market Risk and Value. Information Systems Frontiers, 2003, 5, 289-301.	6.4	27
8	Internet-supported management education. Information Services and Use, 2001, 21, 53-64.	0.2	14
9	Assessing the value of strategic information technology investments. , 1994, , 133-148.		14
10	Research opportunities in information technology funding and system justification. European Journal of Information Systems, 2013, 22, 131-138.	9.2	10
11	MIS Project Management: A Contingency Approach. Management Decision, 1988, 26, 22-28.	3.9	4
12	Motivation, implementation, and impact of electronic data interchange among US and German firms. Information Services and Use, 1998, 18, 177-189.	0.2	3
13	A conceptual model for optimizing the cost of knowledge acquisition. Information Services and Use, 1991, 11, 9-21.	0.2	0