

Brian L Dos Santos

List of Publications by Year in descending order

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