Mark Keil

List of Publications by Year
in descending order

52	6,186	147566	189595
papers	**citations**	31	50
		h-index	**g-index**

53	53	53	3130
all docs	**docs citations**	**times ranked**	**citing authors**

#	Article	IF	Citations
1	A Cross-Cultural Study on Escalation of Commitment Behavior in Software Projects. MIS Quarterly: Management Information Systems, 2000, 24, 299.	3.1	1,023
2	Identifying Software Project Risks: An International Delphi Study. Journal of Management Information Systems, 2001, 17, 5-36.	2.1	827
3	A framework for identifying software project risks. Communications of the ACM, 1998, 41, 76-83.	3.3	445
4	Pulling the Plug: Software Project Management and the Problem of Project Escalation. MIS Quarterly: Management Information Systems, 1995, 19, 421.	3.1	379
5	How Software Project Risk Affects Project Performance: An Investigation of the Dimensions of Risk and an Exploratory Model*. Decision Sciences, 2004, 35, 289-321.	3.2	333
6	Why Software Projects Escalate: An Empirical Analysis and Test of Four Theoretical Models. MIS Quarterly: Management Information Systems, 2000, 24, 631.	3.1	294
7	Software project risks and their effect on outcomes. Communications of the ACM, 2004, 47, 68-73.	3.3	276
8	The challenges of redressing the digital divide: a tale of two US cities. Information Systems Journal, 2006, 16, 23-53.	4.1	171
9	Does peripheral knowledge complement control? An empirical test in technology outsourcing alliances. Strategic Management Journal, 2007, 28, 623-634.	4.7	168
10	Reconciling user and project manager perceptions of IT project risk: a Delphi study1. Information Systems Journal, 2002, 12, 103-119.	4.1	161
11	Beyond Valuation: â€œOptions Thinkingâ€•in IT Project Management. California Management Review, 2005, 47, 74-96.	3.4	151
12	Control in Internal and Outsourced Software Projects. Journal of Management Information Systems, 2009, 26, 9-44.	2.1	140
13	The user-developer communication process: a critical case study. Information Systems Journal, 2003, 13, 37-68.	4.1	126
14	Comparing senior executive and project manager perceptions of IT project risk: a Chinese Delphi study. Information Systems Journal, 2010, 20, 319-355.	4.1	108
15	The reluctance to report bad news on troubled software projects: a theoretical model. Information Systems Journal, 2003, 13, 69-95.	4.1	104
16	Understanding the most critical skills for managing IT projects: A Delphi study of IT project managers. Information and Management, 2013, 50, 398-414.	3.6	104
17	Keeping Mum as the Project Goes Under: Toward an Explanatory Model. Journal of Management Information Systems, 2001, 18, 189-227.	2.1	103
18	How user risk and requirements risk moderate the effects of formal and informal control on the process performance of IT projects. European Journal of Information Systems, 2013, 22, 650-672.	5.5	99

#	Article	IF	Citations
19	Hybrid Relational-Contractual Governance for Business Process Outsourcing. Journal of Management Information Systems, 2012, 29, 213-256.	2.1	96
20	Escalation: The Role of Problem Recognition and Cognitive Bias. Decision Sciences, 2007, 38, 391-421.	3.2	91
21	Information Systems Project Continuation in Escalation Situations: A Real Options Model. Decision Sciences, 2006, 37, 357-391.	3.2	87
22	Information Technology Project Escalation: A Process Model. Decision Sciences, 2008, 39, 239-272.	3.2	86
23	Relative importance of evaluation criteria for enterprise systems: a conjoint study. Information Systems Journal, 2006, 16, 237-262.	4.1	83
24	Reporting bad news on software projects: the effects of culturally constituted views of face-saving. Information Systems Journal, 2007, 17, 59-87.	4.1	80
25	A paradoxical perspective on technology renewal in digital transformation. Information Systems Journal, 2021, 31, 198-225.	4.1	75
26	Identifying and overcoming the challenges of implementing a project management office. European Journal of Information Systems, 2009, 18, 409-427.	5.5	71
27	The post mortem paradox: a Delphi study of IT specialist perceptions. European Journal of Information Systems, 2008, 17, 62-78.	5.5	52
28	Is Your Project Turning into a Black Hole?. California Management Review, 2010, 53, 6-31.	3.4	44
29	Blending bureaucratic and collaborative management styles to achieve control ambidexterity in IS projects. European Journal of Information Systems, 2014, 23, 343-356.	5.5	40
30	De-escalating IT projects. Communications of the ACM, 2009, 52, 131-134.	3.3	39
31	Attention-shaping tools, expertise, and perceived control in IT project risk assessment. Decision Support Systems, 2007, 43, 269-283.	3.5	36
32	The Effect of an Initial Budget and Schedule Goal on Software Project Escalation. Journal of Management Information Systems, 2012, 29, 53-78.	2.1	36
33	Making IT Project De-Escalation Happen: An Exploration into Key Roles. Journal of the Association for Information Systems, 2008, 9, 462-496.	2.4	32
34	The Effect of Goal Difficulty on Escalation of Commitment. Journal of Behavioral Decision Making, 2015, 28, 114-129.	1.0	25
35	Violations of health information privacy: The role of attributions and anticipated regret in shaping whistleâ€blowing intentions. Information Systems Journal, 2018, 28, 818-848.	4.1	21
36	When a growth mindset can backfire and cause escalation of commitment to a troubled information technology project. Information Systems Journal, 2021, 31, 7-32.	4.1	19

#	Article	IF	Citations
37	Understanding overbidding behavior in C2C auctions: an escalation theory perspective. European Journal of Information Systems, 2012, 21, 643-663.	5.5	18
38	Seeing the Trees or the Forest? The Effect of IT Project Managers' Mental Construal on IT Project Risk Management Activities. Information Systems Research, 2019, 30, 1051-1072.	2.2	17
39	Collaborative partner or opponent: How the messenger influences the deaf effect in IT projects. European Journal of Information Systems, 2016, 25, 534-552.	5.5	15
40	Using Perspective-Taking to De-escalate Launch Date Commitment for Products with Known Software Defects. Journal of Management Information Systems, 2018, 35, 1251-1276.	2.1	14
41	Winner's regret in online C2C Auctions: an automatic thinking perspective. Information Systems Journal, 2016, 26, 613-640.	4.1	13
42	Untangling knowledge creation and knowledge integration in enterprise wikis. Journal of Business Economics, 2015, 85, 389-420.	1.3	12
43	The effects of relative and criticism-based performance appraisals on task-level escalation in an IT project: a laboratory experiment. European Journal of Information Systems, 2018, 27, 551-569.	5.5	12
44	The Bumpy Road to Universal Access: An Actor-Network Analysis of a U.S. Municipal Broadband Internet Initiative. Information Society, 2012, 28, 264-283.	1.7	11
45	The roles of mood and conscientiousness in reporting of self-committed errors on IT projects. Information Systems Journal, 2017, 27, 589-617.	4.1	11
46	Does extended CPOE use reduce patient length of stay?. International Journal of Medical Informatics, 2017, 97, 128-138.	1.6	11
47	Detection of early warning signals for overruns in IS projects: linguistic analysis of business case language. European Journal of Information Systems, 2020, 29, 190-202.	5.5	8
48	Construal level theory and escalation of commitment. Theory and Decision, 2021, 91, 135-151.	0.5	6
49	Intention to use smartwatch health applications: A regulatory fit and locus of control perspective. Information and Management, 2022, 59, 103687.	3.6	5
50	Functional IT Complementarity and Hospital Performance in the United States: A Longitudinal Investigation. Information Systems Research, 2022, 33, 55-75.	2.2	4
51	When Good Theories Backfire. Project Management Journal, 0, , 875697282110656.	2.6	3
52	Dysfunctional Agile–Stage-Gate Hybrid Development: Keeping Up Appearances. International Journal of Innovation and Technology Management, 0, , .	0.8	1