Mark Keil

List of Publications by Year
in descending order

52 papers	6,186 citations	147566 31 h-index	189595 50 g-index
53 all docs	53 docs citations	53 times ranked	3130 citing authors

#	Article	IF	Citations
1	Functional IT Complementarity and Hospital Performance in the United States: A Longitudinal Investigation. Information Systems Research, 2022, 33, 55-75.	2.2	4
2	Intention to use smartwatch health applications: A regulatory fit and locus of control perspective. Information and Management, 2022, 59, 103687.	3.6	5
3	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
4	A paradoxical perspective on technology renewal in digital transformation. Information Systems Journal, 2021, 31, 198-225.	4.1	75
5	Construal level theory and escalation of commitment. Theory and Decision, 2021, 91, 135-151.	0.5	6
6	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
7	Seeing the Trees or the Forest? The Effect of IT Project Managersâ€™ Mental Construal on IT Project Risk Management Activities. Information Systems Research, 2019, 30, 1051-1072.	2.2	17
8	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
9	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
10	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
11	The roles of mood and conscientiousness in reporting of selfâ€committed errors on IT projects. Information Systems Journal, 2017, 27, 589-617.	4.1	11
12	Does extended CPOE use reduce patient length of stay?. International Journal of Medical Informatics, 2017, 97, 128-138.	1.6	11
13	Winner's regret in online C2C Auctions: an automatic thinking perspective. Information Systems Journal, 2016, 26, 613-640.	4.1	13
14	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
15	Untangling knowledge creation and knowledge integration in enterprise wikis. Journal of Business Economics, 2015, 85, 389-420.	1.3	12
16	The Effect of Goal Difficulty on Escalation of Commitment. Journal of Behavioral Decision Making, 2015, 28, 114-129.	1.0	25
17	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
18	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

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19	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
20	Hybrid Relational-Contractual Governance for Business Process Outsourcing. Journal of Management Information Systems, 2012, 29, 213-256.	2.1	96
21	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
22	Understanding overbidding behavior in C2C auctions: an escalation theory perspective. European Journal of Information Systems, 2012, 21, 643-663.	5.5	18
23	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
24	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
25	Is Your Project Turning into a Black Hole?. California Management Review, 2010, 53, 6-31.	3.4	44
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	Control in Internal and Outsourced Software Projects. Journal of Management Information Systems, 2009, 26, 9-44.	2.1	140
28	De-escalating IT projects. Communications of the ACM, 2009, 52, 131-134.	3.3	39
29	Information Technology Project Escalation: A Process Model. Decision Sciences, 2008, 39, 239-272.	3.2	86
30	The post mortem paradox: a Delphi study of IT specialist perceptions. European Journal of Information Systems, 2008, 17, 62-78.	5.5	52
31	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
32	Does peripheral knowledge complement control? An empirical test in technology outsourcing alliances. Strategic Management Journal, 2007, 28, 623-634.	4.7	168
33	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
34	Escalation: The Role of Problem Recognition and Cognitive Bias. Decision Sciences, 2007, 38, 391-421.	3.2	91
35	Attention-shaping tools, expertise, and perceived control in IT project risk assessment. Decision Support Systems, 2007, 43, 269-283.	3.5	36
36	Information Systems Project Continuation in Escalation Situations: A Real Options Model. Decision Sciences, 2006, 37, 357-391.	3.2	87

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37	The challenges of redressing the digital divide: a tale of two US cities. Information Systems Journal, 2006, 16, 23-53.	4.1	171
38	Relative importance of evaluation criteria for enterprise systems: a conjoint study. Information Systems Journal, 2006, 16, 237-262.	4.1	83
39	Beyond Valuation: â€œOptions Thinkingâ€•in IT Project Management. California Management Review, 2005, 47, 74-96.	3.4	151
40	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
41	Software project risks and their effect on outcomes. Communications of the ACM, 2004, 47, 68-73.	3.3	276
42	The user-developer communication process: a critical case study. Information Systems Journal, 2003, 13, 37-68.	4.1	126
43	The reluctance to report bad news on troubled software projects: a theoretical model. Information Systems Journal, 2003, 13, 69-95.	4.1	104
44	Reconciling user and project manager perceptions of IT project risk: a Delphi study1. Information Systems Journal, 2002, 12, 103-119.	4.1	161
45	Keeping Mum as the Project Goes Under: Toward an Explanatory Model. Journal of Management Information Systems, 2001, 18, 189-227.	2.1	103
46	Identifying Software Project Risks: An International Delphi Study. Journal of Management Information Systems, 2001, 17, 5-36.	2.1	827
47	Why Software Projects Escalate: An Empirical Analysis and Test of Four Theoretical Models. MIS Quarterly: Management Information Systems, 2000, 24, 631.	3.1	294
48	A Cross-Cultural Study on Escalation of Commitment Behavior in Software Projects. MIS Quarterly: Management Information Systems, 2000, 24, 299.	3.1	1,023
49	A framework for identifying software project risks. Communications of the ACM, 1998, 41, 76-83.	3.3	445
50	Pulling the Plug: Software Project Management and the Problem of Project Escalation. MIS Quarterly: Management Information Systems, 1995, 19, 421.	3.1	379
51	When Good Theories Backfire. Project Management Journal, 0, , 875697282110656.	2.6	3
52	Dysfunctional Agileâ€“Stage-Gate Hybrid Development: Keeping Up Appearances. International Journal of Innovation and Technology Management, 0, , .	0.8	1