Arun Rai

List of Publications by Year
in descending order

56 papers	6,322 citations	147566 31 h-index	149479 56 g-index
56 all docs	56 docs citations	56 times ranked	3749 citing authors

#	ARTICLE	IF	CITATIONS
1	Assessing the Validity of IS Success Models: An Empirical Test and Theoretical Analysis. Information Systems Research, 2002, 13, 50-69.	2.2	1,044
2	Explainable AI: from black box to glass box. Journal of the Academy of Marketing Science, 2020, 48, 137-141.	7.2	467
3	Knowledge Sharing Ambidexterity in Long-Term Interorganizational Relationships. Management Science, 2008, 54, 1281-1296.	2.4	371
4	Relational Antecedents of Information Flow Integration for Supply Chain Coordination. Journal of Management Information Systems, 2006, 23, 13-49.	2.1	336
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	Understanding software project risk: a cluster analysis. Information and Management, 2004, 42, 115-125.	3.6	300
7	Why Software Projects Escalate: An Empirical Analysis and Test of Four Theoretical Models. MIS Quarterly: Management Information Systems, 2000, 24, 631.	3.1	294
8	Quality Management in Systems Development: An Organizational System Perspective. MIS Quarterly: Management Information Systems, 2000, 24, 381.	3.1	279
9	Leveraging IT Capabilities and Competitive Process Capabilities for the Management of Interorganizational Relationship Portfolios. Information Systems Research, 2010, 21, 516-542.	2.2	273
10	Technology investment and business performance. Communications of the ACM, 1997, 40, 89-97.	3.3	256
11	Motivational Differences Across Post-Acceptance Information System Usage Behaviors: An Investigation in the Business Intelligence Systems Context. Information Systems Research, 2013, 24, 659-682.	2.2	193
12	The Ecosystem of Software Platform: A Study of Asymmetric Cross-Side Network Effects and Platform Governance. MIS Quarterly: Management Information Systems, 2018, 42, 121-142.	3.1	167
13	Understanding Determinants of Consumer Mobile Health Usage Intentions, Assimilation, and Channel Preferences. Journal of Medical Internet Research, 2013, 15, e149.	2.1	128
14	An Empirical Investigation into Factors Relating to the Adoption of Executive Information Systems: An Analysis of EIS for Collaboration and Decision Support. Decision Sciences, 1997, 28, 939-974.	3.2	127
15	Organizational Assimilation of Electronic Procurement Innovations. Journal of Management Information Systems, 2009, 26, 257-296.	2.1	119
16	Total Quality Management in Information Systems Development: Key Constructs and Relationships. Journal of Management Information Systems, 1999, 16, 119-155.	2.1	111
17	A Structural Model for CASE Adoption Behavior. Journal of Management Information Systems, 1996, 13, 205-234.	2.1	109
18	Research Commentaryâ€"Information Technology-Enabled Business Models: A Conceptual Framework and a Coevolution Perspective for Future Research. Information Systems Research, 2014, 25, 1-14.	2.2	103

#	Article	IF	Citations
19	Systems Development Process Improvement: A Knowledge Integration Perspective. IEEE Transactions on Engineering Management, 2007, 54, 286-300.	2.4	99
20	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
21	Hybrid Relational-Contractual Governance for Business Process Outsourcing. Journal of Management Information Systems, 2012, 29, 213-256.	2.1	96
22	Intermediate Performance Impacts of Advanced Manufacturing Technology Systems: An Empirical Investigation. Decision Sciences, 1999, 30, 993-1020.	3.2	86
23	Managing Digital Platforms in User Organizations: The Interactions Between Digital Options and Digital Debt. Information Systems Research, 2018, 29, 419-443.	2.2	81
24	Assimilation patterns in the use of electronic procurement innovations: A cluster analysis. Information and Management, 2006, 43, 336-349.	3.6	72
25	The effects of development process modeling and task uncertainty on development quality performance. Information and Management, 2000, 37, 335-346.	3.6	69
26	An assessment of the relationship between ISD leadership characteristics and IS innovation adoption in organizations. Information and Management, 2003, 40, 391-401.	3.6	69
27	The moderating effects of supplier portfolio characteristics on the competitive performance impacts of supplierâ€facing process capabilities. Journal of Operations Management, 2012, 30, 85-98.	3.3	69
28	Predicting information technology project escalation: A neural network approach. European Journal of Operational Research, 2003, 146, 115-129.	3.5	51
29	How Firms Make Information Technology Investment Decisions: Toward a Behavioral Agency Theory. Journal of Management Information Systems, 2021, 38, 29-58.	2.1	50
30	Fit and Misfit of Plural Sourcing Strategies and IT-Enabled Process Integration Capabilities: Consequences of Firm Performance in the U.S. Electric Utility Industry. MIS Quarterly: Management Information Systems, 2015, 39, 865-885.	3.1	42
31	Continued Voluntary Participation Intention in Firm-Participating Open Source Software Projects. Information Systems Research, 2017, 28, 603-625.	2.2	36
32	Software quality assurance: An analytical survey and research prioritization. Journal of Systems and Software, 1998, 40, 67-83.	3.3	33
33	Governance and Resourceâ€Sharing Ambidexterity for Generating Relationship Benefits in Supply Chain Collaborations*. Decision Sciences, 2019, 50, 656-693.	3.2	33
34	Scalable growth in IT-enabled service provisioning: a sensemaking perspective. European Journal of Information Systems, 2011, 20, 285-302.	5.5	30
35	Information Systems Projects and Individual Developer Outcomes: Role of Project Managers and Process Control. Information Systems Research, 2018, 29, 127-148.	2.2	29
36	Impact of the quality of information products on information system users' job satisfaction: an empirical investigation. Information Systems Journal, 2000, 10, 323-345.	4.1	27

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37	How should process capabilities be combined to leverage supplier relationships competitively?. European Journal of Operational Research, 2014, 239, 119-129.	3.5	27
38	Social Learning in Information Technology Investment: The Role of Board Interlocks. Management Science, 2021, 67, 547-576.	2.4	25
39	CASE deployment in IS organizations. Communications of the ACM, 2000, 43, 80-88.	3.3	20
40	The impact of sourcing enterprise system use and work process interdependence on sourcing professionals' job outcomes. Journal of Operations Management, 2013, 31, 474-488.	3.3	19
41	Implications of Application Programming Interfaces for Third‐Party New App Development and Copycatting. Production and Operations Management, 2019, 28, 1887-1902.	2.1	19
42	Adopting IS process innovations in organizations: the role of IS leaders' individual factors and technology perceptions in decision making. European Journal of Information Systems, 2015, 24, 23-37.	5.5	15
43	Design, development and implementation of a global information warehouse: a case study at IBM. Information Systems Journal, 1998, 8, 291-311.	4.1	13
44	Bridging and Bonding in Exchange Networks: A Structural Embeddedness Perspective of B2B Digital Intermediation. IEEE Transactions on Engineering Management, 2011, 58, 4-20.	2.4	12
45	Untangling knowledge creation and knowledge integration in enterprise wikis. Journal of Business Economics, 2015, 85, 389-420.	1.3	12
46	Reducing Capital Market Anomaly: The Role of Information Technology Using an Information Uncertainty Lens. Management Science, 2020, 66, 979-1001.	2.4	12
47	How Does Employee Infusion Use of CRM Systems Drive Customer Satisfaction? Mechanism Differences Between Face-to-Face and Virtual Channels. MIS Quarterly: Management Information Systems, 2021, 45, 719-754.	3.1	12
48	Does extended CPOE use reduce patient length of stay?. International Journal of Medical Informatics, 2017, 97, 128-138.	1.6	11
49	Exploring the Zone of Tolerance for Internal Customers in IT-Enabled Call Centers. Journal of Service Research, 2013, 16, 277-294.	7.8	9
50	Can executive information systems reinforce biases?. Information and Organization, 1994, 4, 87-106.	1.5	8
51	Information Control for Creator Brand Management in Subscription-Based Crowdfunding. Information Systems Research, 2022, 33, 846-866.	2.2	8
52	How health care delivery organizations can exploit eHealth innovations: An integrated absorptive capacity and IT governance explanation. International Journal of Information Management, 2022, 65, 102508.	10.5	7
53	Overcoming cross-organizational barriers to success in offshore projects. Industrial Management and Data Systems, 2021, ahead-of-print, .	2.2	4
54	How Does Intelligent System Knowledge Empowerment Yield Payoffs? Uncovering the Adaptation Mechanisms and Contingency Role of Work Experience. Information Systems Research, 2022, 33, 1042-1071.	2.2	3

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55	Gaining Customer Loyalty with Tracking Information Quality in B2B Logistics. Journal of Management Information Systems, 2022, 39, 307-335.	2.1	3
56	Configuring the Enterprise Systems Portfolio: The Role of Information Risk. Information Systems Research, 2022, 33, 446-463.	2.2	2