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	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
2	Information Control for Creator Brand Management in Subscription-Based Crowdfunding. Information Systems Research, 2022, 33, 846-866.	2.2	8
3	Configuring the Enterprise Systems Portfolio: The Role of Information Risk. Information Systems Research, 2022, 33, 446-463.	2.2	2
4	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
5	Gaining Customer Loyalty with Tracking Information Quality in B2B Logistics. Journal of Management Information Systems, 2022, 39, 307-335.	2.1	3
6	Social Learning in Information Technology Investment: The Role of Board Interlocks. Management Science, 2021, 67, 547-576.	2.4	25
7	How Firms Make Information Technology Investment Decisions: Toward a Behavioral Agency Theory. Journal of Management Information Systems, 2021, 38, 29-58.	2.1	50
8	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
9	Overcoming cross-organizational barriers to success in offshore projects. Industrial Management and Data Systems, 2021, ahead-of-print, .	2.2	4
10	Reducing Capital Market Anomaly: The Role of Information Technology Using an Information Uncertainty Lens. Management Science, 2020, 66, 979-1001.	2.4	12
11	Explainable AI: from black box to glass box. Journal of the Academy of Marketing Science, 2020, 48, 137-141.	7.2	467
12	Implications of Application Programming Interfaces for Thirdâ€Party New App Development and Copycatting. Production and Operations Management, 2019, 28, 1887-1902.	2.1	19
13	Governance and Resourceâ€Sharing Ambidexterity for Generating Relationship Benefits in Supply Chain Collaborations*. Decision Sciences, 2019, 50, 656-693.	3.2	33
14	Information Systems Projects and Individual Developer Outcomes: Role of Project Managers and Process Control. Information Systems Research, 2018, 29, 127-148.	2.2	29
15	Managing Digital Platforms in User Organizations: The Interactions Between Digital Options and Digital Debt. Information Systems Research, 2018, 29, 419-443.	2.2	81
16	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
17	Continued Voluntary Participation Intention in Firm-Participating Open Source Software Projects. Information Systems Research, 2017, 28, 603-625.	2.2	36
18	Does extended CPOE use reduce patient length of stay?. International Journal of Medical Informatics, 2017, 97, 128-138.	1.6	11

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19	Adopting IS process innovations in organizations: the role of IS leadersâ€™ individual factors and technology perceptions in decision making. European Journal of Information Systems, 2015, 24, 23-37.	5.5	15
20	Untangling knowledge creation and knowledge integration in enterprise wikis. Journal of Business Economics, 2015, 85, 389-420.	1.3	12
21	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
22	How should process capabilities be combined to leverage supplier relationships competitively?. European Journal of Operational Research, 2014, 239, 119-129.	3.5	27
23	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
24	The impact of sourcing enterprise system use and work process interdependence on sourcing professionalsâ€™ job outcomes. Journal of Operations Management, 2013, 31, 474-488.	3.3	19
25	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
26	Exploring the Zone of Tolerance for Internal Customers in IT-Enabled Call Centers. Journal of Service Research, 2013, 16, 277-294.	7.8	9
27	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
28	Understanding Determinants of Consumer Mobile Health Usage Intentions, Assimilation, and Channel Preferences. Journal of Medical Internet Research, 2013, 15, e149.	2.1	128
29	Hybrid Relational-Contractual Governance for Business Process Outsourcing. Journal of Management Information Systems, 2012, 29, 213-256.	2.1	96
30	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
31	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
32	Scalable growth in IT-enabled service provisioning: a sensemaking perspective. European Journal of Information Systems, 2011, 20, 285-302.	5.5	30
33	Leveraging IT Capabilities and Competitive Process Capabilities for the Management of Interorganizational Relationship Portfolios. Information Systems Research, 2010, 21, 516-542.	2.2	273
34	Organizational Assimilation of Electronic Procurement Innovations. Journal of Management Information Systems, 2009, 26, 257-296.	2.1	119
35	Knowledge Sharing Ambidexterity in Long-Term Interorganizational Relationships. Management Science, 2008, 54, 1281-1296.	2.4	371
36	Systems Development Process Improvement: A Knowledge Integration Perspective. IEEE Transactions on Engineering Management, 2007, 54, 286-300.	2.4	99

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37	Assimilation patterns in the use of electronic procurement innovations: A cluster analysis. Information and Management, 2006, 43, 336-349.	3.6	72
38	Relational Antecedents of Information Flow Integration for Supply Chain Coordination. Journal of Management Information Systems, 2006, 23, 13-49.	2.1	336
39	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
40	Understanding software project risk: a cluster analysis. Information and Management, 2004, 42, 115-125.	3.6	300
41	Predicting information technology project escalation: A neural network approach. European Journal of Operational Research, 2003, 146, 115-129.	3.5	51
42	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
43	Assessing the Validity of IS Success Models: An Empirical Test and Theoretical Analysis. Information Systems Research, 2002, 13, 50-69.	2.2	1,044
44	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
45	The effects of development process modeling and task uncertainty on development quality performance. Information and Management, 2000, 37, 335-346.	3.6	69
46	CASE deployment in IS organizations. Communications of the ACM, 2000, 43, 80-88.	3.3	20
47	Quality Management in Systems Development: An Organizational System Perspective. MIS Quarterly: Management Information Systems, 2000, 24, 381.	3.1	279
48	Why Software Projects Escalate: An Empirical Analysis and Test of Four Theoretical Models. MIS Quarterly: Management Information Systems, 2000, 24, 631.	3.1	294
49	Total Quality Management in Information Systems Development: Key Constructs and Relationships. Journal of Management Information Systems, 1999, 16, 119-155.	2.1	111
50	Intermediate Performance Impacts of Advanced Manufacturing Technology Systems: An Empirical Investigation. Decision Sciences, 1999, 30, 993-1020.	3.2	86
51	Design, development and implementation of a global information warehouse: a case study at IBM. Information Systems Journal, 1998, 8, 291-311.	4.1	13
52	Software quality assurance: An analytical survey and research prioritization. Journal of Systems and Software, 1998, 40, 67-83.	3.3	33
53	Technology investment and business performance. Communications of the ACM, 1997, 40, 89-97.	3.3	256
54	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

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55	A Structural Model for CASE Adoption Behavior. Journal of Management Information Systems, 1996, 13, 205-234.	2.1	109
56	Can executive information systems reinforce biases?. Information and Organization, 1994, 4, 87-106.	1.5	8