

Alexander Benlian

List of Publications by Year in descending order

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88
papers

5,566
citations

136950
32
h-index

88630
70
g-index

101
all docs

101
docs citations

101
times ranked

3267
citing authors

#	ARTICLE	IF	CITATIONS
1	Digital Transformation Strategies. Business and Information Systems Engineering, 2015, 57, 339-343.	6.1	1,369
2	Opportunities and risks of software-as-a-service: Findings from a survey of IT executives. Decision Support Systems, 2011, 52, 232-246.	5.9	377
3	AI-based chatbots in customer service and their effects on user compliance. Electronic Markets, 2021, 31, 427-445.	8.1	308
4	Business Models. Business and Information Systems Engineering, 2014, 6, 45-53.	6.1	257
5	Differential Effects of Provider Recommendations and Consumer Reviews in E-Commerce Transactions: An Experimental Study. Journal of Management Information Systems, 2012, 29, 237-272.	4.3	196
6	AI-Based Digital Assistants. Business and Information Systems Engineering, 2019, 61, 535-544.	6.1	162
7	How open is this Platform? The Meaning and Measurement of Platform Openness from the Complementersâ€™ Perspective. Journal of Information Technology, 2015, 30, 209-228.	3.9	156
8	Drivers of SaaS-Adoption â€“ An Empirical Study of Different Application Types. Business and Information Systems Engineering, 2009, 1, 357-369.	6.1	148
9	Effects of Social Interaction Dynamics on Platforms. Journal of Management Information Systems, 2016, 33, 843-873.	4.3	131
10	Service Quality in Software-as-a-Service: Developing the SaaS-Qual Measure and Examining Its Role in Usage Continuance. Journal of Management Information Systems, 2011, 28, 85-126.	4.3	128
11	The Signaling Role of IT Features in Influencing Trust and Participation in Online Communities. International Journal of Electronic Commerce, 2011, 15, 7-56.	3.0	102
12	Special Section: The Transformative Value of Cloud Computing: A Decoupling, Platformization, and Recombination Theoretical Framework. Journal of Management Information Systems, 2018, 35, 719-739.	4.3	94
13	Mitigating the intrusive effects of smart home assistants by using anthropomorphic design features: A multimethod investigation. Information Systems Journal, 2020, 30, 1010-1042.	6.9	93
14	Web Personalization Cues and Their Differential Effects on User Assessments of Website Value. Journal of Management Information Systems, 2015, 32, 225-260.	4.3	90
15	Converting freemium customers from free to premiumâ€”the role of the perceived premium fit in the case of music as a service. Electronic Markets, 2014, 24, 259-268.	8.1	87
16	The emergence and effects of fake social information: Evidence from crowdfunding. Decision Support Systems, 2016, 90, 75-85.	5.9	75
17	Opening the Floodgates: The Implications of Increasing Platform Openness in Crowdfunding. Journal of Information Technology, 2017, 32, 344-360.	3.9	75
18	Promotional Tactics for Online Viral Marketing Campaigns: How Scarcity and Personalization Affect Seed Stage Referrals. Journal of Interactive Marketing, 2015, 32, 37-52.	6.2	74

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19	Anthropomorphic Information Systems. Business and Information Systems Engineering, 2019, 61, 523-533.	6.1	71
20	Following the Crowdâ€”Does Crowdfunding Affect Venture Capitalistsâ€™ Selection of Entrepreneurial Ventures?. Journal of Small Business Management, 2019, 57, 1378-1398.	4.8	58
21	A Daily Field Investigation of Technology-Driven Spillovers from Work to Home. MIS Quarterly: Management Information Systems, 2020, 44, 1259-1300.	4.2	58
22	Watch Me Improveâ€”Algorithm Aversion and Demonstrating the Ability to Learn. Business and Information Systems Engineering, 2021, 63, 55-68.	6.1	56
23	Does mutuality matter? Examining the bilateral nature and effects of CEOâ€”CIO mutual understanding. Journal of Strategic Information Systems, 2016, 25, 104-126.	5.9	55
24	A Grounded Theory of Online Shopping Flow. International Journal of Electronic Commerce, 2015, 19, 54-89.	3.0	54
25	The role of software updates in information systems continuance â€” An experimental study from a user perspective. Decision Support Systems, 2016, 83, 83-96.	5.9	54
26	Network effects on crowdfunding platforms: Exploring the implications of relaxing input control. Information Systems Journal, 2018, 28, 1239-1262.	6.9	54
27	Differential effects of formal and self-control in mobile platform ecosystems: Multi-method findings on third-party developersâ€™ continuance intentions and application quality. Information and Management, 2018, 55, 271-284.	6.5	54
28	A configuration-based recommender system for supporting e-commerce decisions. European Journal of Operational Research, 2017, 259, 205-215.	5.7	49
29	On the Relationship Between Information Management and Digitalization. Business and Information Systems Engineering, 2017, 59, 475-482.	6.1	44
30	The effect of free sampling strategies on freemium conversion rates. Electronic Markets, 2017, 27, 67-76.	8.1	41
31	How employees gain meta-knowledge using enterprise social networks: A validation and extension of communication visibility theory. Journal of Strategic Information Systems, 2019, 28, 292-309.	5.9	41
32	Algorithmic control and gig workers: a legitimacy perspective of Uber drivers. European Journal of Information Systems, 2023, 32, 485-507.	9.2	38
33	Comparing the relative importance of evaluation criteria in proprietary and open-source enterprise application software selection - a conjoint study of ERP and Office systems. Information Systems Journal, 2011, 21, 503-525.	6.9	36
34	IT Feature Use over Time and its Impact on Individual Task Performance. Journal of the Association for Information Systems, 2015, 16, 144-173.	3.7	36
35	Letâ€™s Connect to Keep the Distance: How SMEs Leverage Information and Communication Technologies to Address the COVID-19 Crisis. Information Systems Frontiers, 2022, 24, 1061-1079.	6.4	36
36	Music as a Service as an Alternative to Music Piracy?. Business and Information Systems Engineering, 2013, 5, 383-396.	6.1	35

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37	Social influence tactics in e-commerce onboarding: The role of social proof and reciprocity in affecting user registrations. <i>Decision Support Systems</i> , 2020, 131, 113268.	5.9	35
38	The Transformative Role of Bimodal IT in an Era of Digital Business. , 2017, , .		33
39	Examining the Impact of Algorithmic Control on Uber Driversâ€™ Technostress. <i>Journal of Management Information Systems</i> , 2022, 39, 426-453.	4.3	32
40	The impact of sold-out early birds on option selection in reward-based crowdfunding. <i>Decision Support Systems</i> , 2019, 117, 48-61.	5.9	31
41	Is traditional, open-source, or on-demand first choice? Developing an AHP-based framework for the comparison of different software models in office suites selection. <i>European Journal of Information Systems</i> , 2011, 20, 542-559.	9.2	29
42	Nudging users into digital service solutions. <i>Electronic Markets</i> , 2020, 30, 863-881.	8.1	28
43	Effect Mechanisms of Perceptual Congruence Between Information Systems Professionals and Users on Satisfaction with Service. <i>Journal of Management Information Systems</i> , 2013, 29, 63-96.	4.3	27
44	Multi-sided platform diffusion in competitive B2B networks: inhibiting factors and their impact on network effects. <i>Electronic Markets</i> , 2019, 29, 693-710.	8.1	26
45	Pricing of Content Services â€“ An Empirical Investigation of Music as a Service. <i>Lecture Notes in Business Information Processing</i> , 2010, , 13-24.	1.0	25
46	An Empirical Study of Volunteer Members' Perceived Turnover in Open Source Software Projects. , 2012, , .		23
47	Searching for Successâ€™Entrepreneursâ€™ Responses to Crowdfunding Failure. <i>Entrepreneurship Theory and Practice</i> , 2021, 45, 626-657.	10.2	23
48	Blockchain and the Industrial Internet of Things. <i>Journal of Enterprise Information Management</i> , 2022, 35, 1454-1476.	7.5	22
49	Values and Ethics in Information Systems. <i>Business and Information Systems Engineering</i> , 2022, 64, 247-264.	6.1	22
50	Are We Alignedâ€ Enough? The Effects of Perceptual Congruence Between Service Teams and Their Leaders on Team Performance. <i>Journal of Service Research</i> , 2014, 17, 212-228.	12.2	21
51	Containing COVID-19 through physical distancing: the impact of real-time crowding information. <i>European Journal of Information Systems</i> , 2020, 29, 595-607.	9.2	20
52	The Advertising Effect of Free -- Do Free Basic Versions Promote Premium Versions within the Freemium Business Model of Music Services?. , 2013, , .		19
53	Strategic signaling through cloud service certifications: Comparing the relative importance of certificationsâ€™ assurances to companies and consumers. <i>Journal of Strategic Information Systems</i> , 2019, 28, 101579.	5.9	18
54	How pull vs. push information delivery and social proof affect information disclosure in location based services. <i>Electronic Markets</i> , 2020, 30, 569-586.	8.1	17

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55	“Unblackboxing” Decision Makers’ Interpretations of IS Certifications in the Context of Cloud Service Certifications. <i>Journal of the Association for Information Systems</i> , 0, , 1064-1096.	3.7	17
56	The role of inter-organizational information systems in maritime transport chains. <i>Electronic Markets</i> , 2017, 27, 157-173.	8.1	16
57	A Knowledge Development Perspective on Literature Reviews: Validation of a new Typology in the IS Field. <i>Communications of the Association for Information Systems</i> , 0, , 134-186.	0.9	16
58	Of early birds and phantoms: how sold-out discounts impact entrepreneurial success in reward-based crowdfunding. <i>Review of Managerial Science</i> , 2019, 13, 545-560.	7.1	15
59	Which factors affect the scientific impact of review papers in IS research? A scientometric study. <i>Information and Management</i> , 2021, 58, 103427.	6.5	14
60	Perceived input control on online platforms from the application developer perspective: conceptualisation and scale development. <i>Journal of Decision Systems</i> , 2019, 28, 19-40.	3.2	13
61	The impact of the package opening process on product returns. <i>Business Research</i> , 2018, 11, 279-308.	4.0	11
62	The effectiveness of IS certification in E-commerce: does personality matter?. <i>Journal of Decision Systems</i> , 2019, 28, 233-259.	3.2	11
63	A multi-perspective lens on web assurance seals: contrasting vendors’ intended and consumers’ perceived effects. <i>Electronic Commerce Research</i> , 2022, 22, 1573-1615.	5.0	11
64	The “As-a-Service” Paradigm and Its Implications for the Software Industry – Insights from a Comparative Case Study in CRM Software Ecosystems. <i>Lecture Notes in Business Information Processing</i> , 2010, , 125-137.	1.0	10
65	A quarter century of usable security and privacy research: transparency, tailorability, and the road ahead. <i>Behaviour and Information Technology</i> , 2022, 41, 2035-2048.	4.0	10
66	Gamblified digital product offerings: an experimental study of loot box menu designs. <i>Electronic Markets</i> , 2022, 32, 971-986.	8.1	9
67	Technology-Mediated Control Legitimacy in the Gig Economy: Conceptualization and Nomological Network. <i>Progress in IS</i> , 2020, , 387-410.	0.6	9
68	The role of prototype fidelity in technology crowdfunding. <i>Journal of Business Venturing</i> , 2022, 37, 106220.	6.3	9
69	A contingency model for the allocation of media content in publishing companies. <i>Information and Management</i> , 2007, 44, 492-502.	6.5	8
70	Why Don't You Join In? A Typology of Information System Certification Adopters. <i>Decision Sciences</i> , 2022, 53, 452-485.	4.5	8
71	Perceived input control on digital platforms: a mixed-methods investigation of web-browser platforms. <i>Journal of Decision Systems</i> , 2021, 30, 50-71.	3.2	8
72	Initial coin offerings and the cryptocurrency hype - the moderating role of exogenous and endogenous signals. <i>Electronic Markets</i> , 2022, 32, 1691-1705.	8.1	8

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73	Opposing effects of input control and clan control for sellers on e-marketplace platforms. Electronic Markets, 2022, 32, 201-216.	8.1	7
74	Managing paradoxes in b<scp>iâ€modal</scp> information technology functions: A <scp>multiâ€case</scp> study. Information Systems Journal, 2022, 32, 1177-1202.	6.9	6
75	Sprint Zeal or Sprint Fatigue? The Benefits and Burdens of Agile ISD Practices Use for Developer Well-Being. Information Systems Research, 2022, 33, 557-578.	3.7	5
76	Kontrollmechanismen auf Software-Plattformen. Hmd, 2015, 52, 347-357.	0.3	4
77	Influencing crowding at locations with decision support systems: The role of information timeliness and location recommendations. Decision Support Systems, 2022, 160, 113817.	5.9	4
78	Do bad experiences loom larger than good ones? The role of prior purchase experiences on the effectiveness of IS certifications. Journal of Decision Systems, 2020, 29, 79-101.	3.2	3
79	The Effects of Control Mechanisms on Complementorsâ€™ Behavioral Intentions: An Empirical Study of Reward-Based Crowdfunding Platforms. , 0, , .		3
80	Exploring Design Principles for Enterprise Chatbots: An Analytic Hierarchy Process Study. Lecture Notes in Computer Science, 2020, , 126-141.	1.3	3
81	Digitale Zwillingeâ€™ Eine explorative Fallstudie zur Untersuchung von GeschÃftsmodellen. Edition HMD, 2019, , 255-269.	0.2	3
82	Dissemination of Content Reutilization Practices in the German and U.S. Book Publishing Industry. Journal of Media Business Studies, 2006, 3, 41-61.	2.0	2
83	Navigating Through Digital Transformation Using Bimodal IT: How Changing IT Organizations Facilitates the Digital Transformation Journey at Deutsche Bahn Vertrieb GmbH. Management for Professionals, 2019, , 393-410.	0.5	1
84	Trusting the crowd: Effects of crowdfunding on venture capital syndicates. Journal of Small Business Management, 2020, , 1-27.	4.8	1
85	ERP-as-a-Service: Zukunft oder Sackgasse?. Controlling & Management, 2009, 53, 14-17.	0.0	0
86	Is Perceived Domestic Market Attractiveness a Growth Impediment? Evidence from the German Software Industry. Lecture Notes in Business Information Processing, 2012, , 107-113.	1.0	0
87	Evolution des Kanalmanagements und Transformation der ITâ€™ der Weg der Deutschen Bahn Vertrieb GmbH. Edition HMD, 2019, , 41-54.	0.2	0
88	The Predictive Value of Data from Virtual Investment Communities. Machine Learning and Knowledge Extraction, 2021, 3, 1-13.	5.0	0