

Alexander Benlian

List of Publications by Year in descending order

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Version: 2024-02-01

88
papers

5,566
citations

136740

32
h-index

88477

70
g-index

101
all docs

101
docs citations

101
times ranked

3267
citing authors

#	ARTICLE	IF	CITATIONS
1	Digital Transformation Strategies. <i>Business and Information Systems Engineering</i> , 2015, 57, 339-343.	4.0	1,369
2	Opportunities and risks of software-as-a-service: Findings from a survey of IT executives. <i>Decision Support Systems</i> , 2011, 52, 232-246.	3.5	377
3	AI-based chatbots in customer service and their effects on user compliance. <i>Electronic Markets</i> , 2021, 31, 427-445.	4.4	308
4	Business Models. <i>Business and Information Systems Engineering</i> , 2014, 6, 45-53.	4.0	257
5	Differential Effects of Provider Recommendations and Consumer Reviews in E-Commerce Transactions: An Experimental Study. <i>Journal of Management Information Systems</i> , 2012, 29, 237-272.	2.1	196
6	AI-Based Digital Assistants. <i>Business and Information Systems Engineering</i> , 2019, 61, 535-544.	4.0	162
7	How open is this Platform? The Meaning and Measurement of Platform Openness from the Complementersâ€™ Perspective. <i>Journal of Information Technology</i> , 2015, 30, 209-228.	2.5	156
8	Drivers of SaaS-Adoption â€“ An Empirical Study of Different Application Types. <i>Business and Information Systems Engineering</i> , 2009, 1, 357-369.	4.0	148
9	Effects of Social Interaction Dynamics on Platforms. <i>Journal of Management Information Systems</i> , 2016, 33, 843-873.	2.1	131
10	Service Quality in Software-as-a-Service: Developing the SaaS-Qual Measure and Examining Its Role in Usage Continuance. <i>Journal of Management Information Systems</i> , 2011, 28, 85-126.	2.1	128
11	The Signaling Role of IT Features in Influencing Trust and Participation in Online Communities. <i>International Journal of Electronic Commerce</i> , 2011, 15, 7-56.	1.4	102
12	Special Section: The Transformative Value of Cloud Computing: A Decoupling, Platformization, and Recombination Theoretical Framework. <i>Journal of Management Information Systems</i> , 2018, 35, 719-739.	2.1	94
13	Mitigating the intrusive effects of smart home assistants by using anthropomorphic design features: A multimethod investigation. <i>Information Systems Journal</i> , 2020, 30, 1010-1042.	4.1	93
14	Web Personalization Cues and Their Differential Effects on User Assessments of Website Value. <i>Journal of Management Information Systems</i> , 2015, 32, 225-260.	2.1	90
15	Converting freemium customers from free to premiumâ€”the role of the perceived premium fit in the case of music as a service. <i>Electronic Markets</i> , 2014, 24, 259-268.	4.4	87
16	The emergence and effects of fake social information: Evidence from crowdfunding. <i>Decision Support Systems</i> , 2016, 90, 75-85.	3.5	75
17	Opening the Floodgates: The Implications of Increasing Platform Openness in Crowdfunding. <i>Journal of Information Technology</i> , 2017, 32, 344-360.	2.5	75
18	Promotional Tactics for Online Viral Marketing Campaigns: How Scarcity and Personalization Affect Seed Stage Referrals. <i>Journal of Interactive Marketing</i> , 2015, 32, 37-52.	4.3	74

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19	Anthropomorphic Information Systems. <i>Business and Information Systems Engineering</i> , 2019, 61, 523-533.	4.0	71
20	Following the Crowd—Does Crowdfunding Affect Venture Capitalists'™ Selection of Entrepreneurial Ventures?. <i>Journal of Small Business Management</i> , 2019, 57, 1378-1398.	2.8	58
21	A Daily Field Investigation of Technology-Driven Spillovers from Work to Home. <i>MIS Quarterly: Management Information Systems</i> , 2020, 44, 1259-1300.	3.1	58
22	Watch Me Improve—Algorithm Aversion and Demonstrating the Ability to Learn. <i>Business and Information Systems Engineering</i> , 2021, 63, 55-68.	4.0	56
23	Does mutuality matter? Examining the bilateral nature and effects of CEO—CIO mutual understanding. <i>Journal of Strategic Information Systems</i> , 2016, 25, 104-126.	3.3	55
24	A Grounded Theory of Online Shopping Flow. <i>International Journal of Electronic Commerce</i> , 2015, 19, 54-89.	1.4	54
25	The role of software updates in information systems continuance — An experimental study from a user perspective. <i>Decision Support Systems</i> , 2016, 83, 83-96.	3.5	54
26	Network effects on crowdfunding platforms: Exploring the implications of relaxing input control. <i>Information Systems Journal</i> , 2018, 28, 1239-1262.	4.1	54
27	Differential effects of formal and self-control in mobile platform ecosystems: Multi-method findings on third-party developers'™ continuance intentions and application quality. <i>Information and Management</i> , 2018, 55, 271-284.	3.6	54
28	A configuration-based recommender system for supporting e-commerce decisions. <i>European Journal of Operational Research</i> , 2017, 259, 205-215.	3.5	49
29	On the Relationship Between Information Management and Digitalization. <i>Business and Information Systems Engineering</i> , 2017, 59, 475-482.	4.0	44
30	The effect of free sampling strategies on freemium conversion rates. <i>Electronic Markets</i> , 2017, 27, 67-76.	4.4	41
31	How employees gain meta-knowledge using enterprise social networks: A validation and extension of communication visibility theory. <i>Journal of Strategic Information Systems</i> , 2019, 28, 292-309.	3.3	41
32	Algorithmic control and gig workers: a legitimacy perspective of Uber drivers. <i>European Journal of Information Systems</i> , 2023, 32, 485-507.	5.5	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. <i>Information Systems Journal</i> , 2011, 21, 503-525.	4.1	36
34	IT Feature Use over Time and its Impact on Individual Task Performance. <i>Journal of the Association for Information Systems</i> , 2015, 16, 144-173.	2.4	36
35	Let's™ Connect to Keep the Distance: How SMEs Leverage Information and Communication Technologies to Address the COVID-19 Crisis. <i>Information Systems Frontiers</i> , 2022, 24, 1061-1079.	4.1	36
36	Music as a Service as an Alternative to Music Piracy?. <i>Business and Information Systems Engineering</i> , 2013, 5, 383-396.	4.0	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.	3.5	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.	2.1	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.	3.5	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.	5.5	29
42	Nudging users into digital service solutions. <i>Electronic Markets</i> , 2020, 30, 863-881.	4.4	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.	2.1	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.	4.4	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.	0.8	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.	7.1	23
48	Blockchain and the Industrial Internet of Things. <i>Journal of Enterprise Information Management</i> , 2022, 35, 1454-1476.	4.4	22
49	Values and Ethics in Information Systems. <i>Business and Information Systems Engineering</i> , 2022, 64, 247-264.	4.0	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.	7.8	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.	5.5	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.	3.3	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.	4.4	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.	2.4	17
56	The role of inter-organizational information systems in maritime transport chains. <i>Electronic Markets</i> , 2017, 27, 157-173.	4.4	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.	0.7	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.	4.3	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.	3.6	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.	2.2	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.	2.2	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.	3.0	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.	0.8	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.	2.5	10
66	Gamblified digital product offerings: an experimental study of loot box menu designs. <i>Electronic Markets</i> , 2022, 32, 971-986.	4.4	9
67	Technology-Mediated Control Legitimacy in the Gig Economy: Conceptualization and Nomological Network. <i>Progress in IS</i> , 2020, , 387-410.	0.5	9
68	The role of prototype fidelity in technology crowdfunding. <i>Journal of Business Venturing</i> , 2022, 37, 106220.	4.0	9
69	A contingency model for the allocation of media content in publishing companies. <i>Information and Management</i> , 2007, 44, 492-502.	3.6	8
70	Why Don't You Join In? A Typology of Information System Certification Adopters. <i>Decision Sciences</i> , 2022, 53, 452-485.	3.2	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.	2.2	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.	4.4	8

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73	Opposing effects of input control and clan control for sellers on e-marketplace platforms. <i>Electronic Markets</i> , 2022, 32, 201-216.	4.4	7
74	Managing paradoxes in bimodal information technology functions: A case study. <i>Information Systems Journal</i> , 2022, 32, 1177-1202.	4.1	6
75	Sprint Zeal or Sprint Fatigue? The Benefits and Burdens of Agile ISD Practices Use for Developer Well-Being. <i>Information Systems Research</i> , 2022, 33, 557-578.	2.2	5
76	Kontrollmechanismen auf Software-Plattformen. <i>Hmd</i> , 2015, 52, 347-357.	0.3	4
77	Influencing crowding at locations with decision support systems: The role of information timeliness and location recommendations. <i>Decision Support Systems</i> , 2022, 160, 113817.	3.5	4
78	Do bad experiences loom larger than good ones? The role of prior purchase experiences on the effectiveness of IS certifications. <i>Journal of Decision Systems</i> , 2020, 29, 79-101.	2.2	3
79	The Effects of Control Mechanisms on Complementors' Behavioral Intentions: An Empirical Study of Reward-Based Crowdfunding Platforms. , 0, , .		3
80	Exploring Design Principles for Enterprise Chatbots: An Analytic Hierarchy Process Study. <i>Lecture Notes in Computer Science</i> , 2020, , 126-141.	1.0	3
81	Digitale Zwillinge – Eine explorative Fallstudie zur Untersuchung von Geschäftsmodellen. <i>Edition HMD</i> , 2019, , 255-269.	0.1	3
82	Dissemination of Content Reutilization Practices in the German and U.S. Book Publishing Industry. <i>Journal of Media Business Studies</i> , 2006, 3, 41-61.	1.0	2
83	Navigating Through Digital Transformation Using Bimodal IT: How Changing IT Organizations Facilitates the Digital Transformation Journey at Deutsche Bahn Vertrieb GmbH. <i>Management for Professionals</i> , 2019, , 393-410.	0.3	1
84	Trusting the crowd: Effects of crowdfunding on venture capital syndicates. <i>Journal of Small Business Management</i> , 2020, , 1-27.	2.8	1
85	ERP-as-a-Service: Zukunft oder Sackgasse?. <i>Controlling & Management</i> , 2009, 53, 14-17.	0.0	0
86	Is Perceived Domestic Market Attractiveness a Growth Impediment? Evidence from the German Software Industry. <i>Lecture Notes in Business Information Processing</i> , 2012, , 107-113.	0.8	0
87	Evolution des Kanalmanagements und Transformation der IT der Weg der Deutschen Bahn Vertrieb GmbH. <i>Edition HMD</i> , 2019, , 41-54.	0.1	0
88	The Predictive Value of Data from Virtual Investment Communities. <i>Machine Learning and Knowledge Extraction</i> , 2021, 3, 1-13.	3.2	0