

# Arun Rai

## List of Publications by Year in descending order

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56  
papers

6,322  
citations

147801

31  
h-index

149698

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. <i>International Journal of Information Management</i> , 2022, 65, 102508.	17.5	7
2	Information Control for Creator Brand Management in Subscription-Based Crowdfunding. <i>Information Systems Research</i> , 2022, 33, 846-866.	3.7	8
3	Configuring the Enterprise Systems Portfolio: The Role of Information Risk. <i>Information Systems Research</i> , 2022, 33, 446-463.	3.7	2
4	How Does Intelligent System Knowledge Empowerment Yield Payoffs? Uncovering the Adaptation Mechanisms and Contingency Role of Work Experience. <i>Information Systems Research</i> , 2022, 33, 1042-1071.	3.7	3
5	Gaining Customer Loyalty with Tracking Information Quality in B2B Logistics. <i>Journal of Management Information Systems</i> , 2022, 39, 307-335.	4.3	3
6	Social Learning in Information Technology Investment: The Role of Board Interlocks. <i>Management Science</i> , 2021, 67, 547-576.	4.1	25
7	How Firms Make Information Technology Investment Decisions: Toward a Behavioral Agency Theory. <i>Journal of Management Information Systems</i> , 2021, 38, 29-58.	4.3	50
8	How Does Employee Infusion Use of CRM Systems Drive Customer Satisfaction? Mechanism Differences Between Face-to-Face and Virtual Channels. <i>MIS Quarterly: Management Information Systems</i> , 2021, 45, 719-754.	4.2	12
9	Overcoming cross-organizational barriers to success in offshore projects. <i>Industrial Management and Data Systems</i> , 2021, ahead-of-print, .	3.7	4
10	Reducing Capital Market Anomaly: The Role of Information Technology Using an Information Uncertainty Lens. <i>Management Science</i> , 2020, 66, 979-1001.	4.1	12
11	Explainable AI: from black box to glass box. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 137-141.	11.2	467
12	Implications of Application Programming Interfaces for Third-Party New App Development and Copycatting. <i>Production and Operations Management</i> , 2019, 28, 1887-1902.	3.8	19
13	Governance and Resource-Sharing Ambidexterity for Generating Relationship Benefits in Supply Chain Collaborations*. <i>Decision Sciences</i> , 2019, 50, 656-693.	4.5	33
14	Information Systems Projects and Individual Developer Outcomes: Role of Project Managers and Process Control. <i>Information Systems Research</i> , 2018, 29, 127-148.	3.7	29
15	Managing Digital Platforms in User Organizations: The Interactions Between Digital Options and Digital Debt. <i>Information Systems Research</i> , 2018, 29, 419-443.	3.7	81
16	The Ecosystem of Software Platform: A Study of Asymmetric Cross-Side Network Effects and Platform Governance. <i>MIS Quarterly: Management Information Systems</i> , 2018, 42, 121-142.	4.2	167
17	Continued Voluntary Participation Intention in Firm-Participating Open Source Software Projects. <i>Information Systems Research</i> , 2017, 28, 603-625.	3.7	36
18	Does extended CPOE use reduce patient length of stay?. <i>International Journal of Medical Informatics</i> , 2017, 97, 128-138.	3.3	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. <i>European Journal of Information Systems</i> , 2015, 24, 23-37.	9.2	15
20	Untangling knowledge creation and knowledge integration in enterprise wikis. <i>Journal of Business Economics</i> , 2015, 85, 389-420.	1.9	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. <i>MIS Quarterly: Management Information Systems</i> , 2015, 39, 865-885.	4.2	42
22	How should process capabilities be combined to leverage supplier relationships competitively?. <i>European Journal of Operational Research</i> , 2014, 239, 119-129.	5.7	27
23	Research Commentary "Information Technology-Enabled Business Models: A Conceptual Framework and a Coevolution Perspective for Future Research. <i>Information Systems Research</i> , 2014, 25, 1-14.	3.7	103
24	The impact of sourcing enterprise system use and work process interdependence on sourcing professionalsâ€™ job outcomes. <i>Journal of Operations Management</i> , 2013, 31, 474-488.	5.2	19
25	How user risk and requirements risk moderate the effects of formal and informal control on the process performance of IT projects. <i>European Journal of Information Systems</i> , 2013, 22, 650-672.	9.2	99
26	Exploring the Zone of Tolerance for Internal Customers in IT-Enabled Call Centers. <i>Journal of Service Research</i> , 2013, 16, 277-294.	12.2	9
27	Motivational Differences Across Post-Acceptance Information System Usage Behaviors: An Investigation in the Business Intelligence Systems Context. <i>Information Systems Research</i> , 2013, 24, 659-682.	3.7	193
28	Understanding Determinants of Consumer Mobile Health Usage Intentions, Assimilation, and Channel Preferences. <i>Journal of Medical Internet Research</i> , 2013, 15, e149.	4.3	128
29	Hybrid Relational-Contractual Governance for Business Process Outsourcing. <i>Journal of Management Information Systems</i> , 2012, 29, 213-256.	4.3	96
30	The moderating effects of supplier portfolio characteristics on the competitive performance impacts of supplierâ€™s facing process capabilities. <i>Journal of Operations Management</i> , 2012, 30, 85-98.	5.2	69
31	Bridging and Bonding in Exchange Networks: A Structural Embeddedness Perspective of B2B Digital Intermediation. <i>IEEE Transactions on Engineering Management</i> , 2011, 58, 4-20.	3.5	12
32	Scalable growth in IT-enabled service provisioning: a sensemaking perspective. <i>European Journal of Information Systems</i> , 2011, 20, 285-302.	9.2	30
33	Leveraging IT Capabilities and Competitive Process Capabilities for the Management of Interorganizational Relationship Portfolios. <i>Information Systems Research</i> , 2010, 21, 516-542.	3.7	273
34	Organizational Assimilation of Electronic Procurement Innovations. <i>Journal of Management Information Systems</i> , 2009, 26, 257-296.	4.3	119
35	Knowledge Sharing Ambidexterity in Long-Term Interorganizational Relationships. <i>Management Science</i> , 2008, 54, 1281-1296.	4.1	371
36	Systems Development Process Improvement: A Knowledge Integration Perspective. <i>IEEE Transactions on Engineering Management</i> , 2007, 54, 286-300.	3.5	99

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37	Assimilation patterns in the use of electronic procurement innovations: A cluster analysis. <i>Information and Management</i> , 2006, 43, 336-349.	6.5	72
38	Relational Antecedents of Information Flow Integration for Supply Chain Coordination. <i>Journal of Management Information Systems</i> , 2006, 23, 13-49.	4.3	336
39	How Software Project Risk Affects Project Performance: An Investigation of the Dimensions of Risk and an Exploratory Model*. <i>Decision Sciences</i> , 2004, 35, 289-321.	4.5	333
40	Understanding software project risk: a cluster analysis. <i>Information and Management</i> , 2004, 42, 115-125.	6.5	300
41	Predicting information technology project escalation: A neural network approach. <i>European Journal of Operational Research</i> , 2003, 146, 115-129.	5.7	51
42	An assessment of the relationship between ISD leadership characteristics and IS innovation adoption in organizations. <i>Information and Management</i> , 2003, 40, 391-401.	6.5	69
43	Assessing the Validity of IS Success Models: An Empirical Test and Theoretical Analysis. <i>Information Systems Research</i> , 2002, 13, 50-69.	3.7	1,044
44	Impact of the quality of information products on information system users' job satisfaction: an empirical investigation. <i>Information Systems Journal</i> , 2000, 10, 323-345.	6.9	27
45	The effects of development process modeling and task uncertainty on development quality performance. <i>Information and Management</i> , 2000, 37, 335-346.	6.5	69
46	CASE deployment in IS organizations. <i>Communications of the ACM</i> , 2000, 43, 80-88.	4.5	20
47	Quality Management in Systems Development: An Organizational System Perspective. <i>MIS Quarterly: Management Information Systems</i> , 2000, 24, 381.	4.2	279
48	Why Software Projects Escalate: An Empirical Analysis and Test of Four Theoretical Models. <i>MIS Quarterly: Management Information Systems</i> , 2000, 24, 631.	4.2	294
49	Total Quality Management in Information Systems Development: Key Constructs and Relationships. <i>Journal of Management Information Systems</i> , 1999, 16, 119-155.	4.3	111
50	Intermediate Performance Impacts of Advanced Manufacturing Technology Systems: An Empirical Investigation. <i>Decision Sciences</i> , 1999, 30, 993-1020.	4.5	86
51	Design, development and implementation of a global information warehouse: a case study at IBM. <i>Information Systems Journal</i> , 1998, 8, 291-311.	6.9	13
52	Software quality assurance: An analytical survey and research prioritization. <i>Journal of Systems and Software</i> , 1998, 40, 67-83.	4.5	33
53	Technology investment and business performance. <i>Communications of the ACM</i> , 1997, 40, 89-97.	4.5	256
54	An Empirical Investigation into Factors Relating to the Adoption of Executive Information Systems: An Analysis of EIS for Collaboration and Decision Support. <i>Decision Sciences</i> , 1997, 28, 939-974.	4.5	127

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55	A Structural Model for CASE Adoption Behavior. Journal of Management Information Systems, 1996, 13, 205-234.	4.3	109
56	Can executive information systems reinforce biases?. Information and Organization, 1994, 4, 87-106.	1.5	8