

Paul A Pavlou

List of Publications by Year in descending order

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Version: 2024-02-01

90
papers

23,546
citations

61984

43
h-index

64796

79
g-index

94
all docs

94
docs citations

94
times ranked

11007
citing authors

#	ARTICLE	IF	CITATIONS
1	Consumer Acceptance of Electronic Commerce: Integrating Trust and Risk with the Technology Acceptance Model. <i>International Journal of Electronic Commerce</i> , 2003, 7, 101-134.	3.0	2,960
2	Predicting e-services adoption: a perceived risk facets perspective. <i>International Journal of Human Computer Studies</i> , 2003, 59, 451-474.	5.6	1,871
3	Understanding and Mitigating Uncertainty in Online Exchange Relationships: A Principal-Agent Perspective. <i>MIS Quarterly: Management Information Systems</i> , 2007, 31, 105.	4.2	1,758
4	Digital Business Strategy: Toward a Next Generation of Insights. <i>MIS Quarterly: Management Information Systems</i> , 2013, 37, 471-482.	4.2	1,756
5	Building Effective Online Marketplaces with Institution-Based Trust. <i>Information Systems Research</i> , 2004, 15, 37-59.	3.7	1,707
6	Understanding and Predicting Electronic Commerce Adoption: An Extension of the Theory of Planned Behavior. <i>MIS Quarterly: Management Information Systems</i> , 2006, 30, 115.	4.2	1,663
7	Evidence of the Effect of Trust Building Technology in Electronic Markets: Price Premiums and Buyer Behavior. <i>MIS Quarterly: Management Information Systems</i> , 2002, 26, 243.	4.2	1,571
8	From IT Leveraging Competence to Competitive Advantage in Turbulent Environments: The Case of New Product Development. <i>Information Systems Research</i> , 2006, 17, 198-227.	3.7	927
9	The Nature and Role of Feedback Text Comments in Online Marketplaces: Implications for Trust Building, Price Premiums, and Seller Differentiation. <i>Information Systems Research</i> , 2006, 17, 392-414.	3.7	691
10	Understanding the Elusive Black Box of Dynamic Capabilities. <i>Decision Sciences</i> , 2011, 42, 239-273.	4.5	677
11	Encouraging Citizen Adoption of e-Government by Building Trust. <i>Electronic Markets</i> , 2002, 12, 157-162.	8.1	626
12	Overcoming the J-shaped distribution of product reviews. <i>Communications of the ACM</i> , 2009, 52, 144-147.	4.5	475
13	Psychological Contract Violation in Online Marketplaces: Antecedents, Consequences, and Moderating Role. <i>Information Systems Research</i> , 2005, 16, 372-399.	3.7	439
14	The "Third Hand": IT-Enabled Competitive Advantage in Turbulence Through Improvisational Capabilities. <i>Information Systems Research</i> , 2010, 21, 443-471.	3.7	395
15	Swift Guanxi in Online Marketplaces: The Role of Computer-Mediated Communication Technologies. <i>MIS Quarterly: Management Information Systems</i> , 2014, 38, 209-230.	4.2	372
16	Predicting Advertising success beyond Traditional Measures: New Insights from Neurophysiological Methods and Market Response Modeling. <i>Journal of Marketing Research</i> , 2015, 52, 436-452.	4.8	348
17	A Research Agenda for Trust in Online Environments. <i>Journal of Management Information Systems</i> , 2008, 24, 275-286.	4.3	341
18	Exploring the relationship between big data analytics capability and competitive performance: The mediating roles of dynamic and operational capabilities. <i>Information and Management</i> , 2020, 57, 103169.	6.5	330

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19	Institution-based trust in interorganizational exchange relationships: the role of online B2B marketplaces on trust formation. <i>Journal of Strategic Information Systems</i> , 2002, 11, 215-243.	5.9	329
20	Perceived information security, financial liability and consumer trust in electronic commerce transactions. <i>Logistics Information Management</i> , 2002, 15, 358-368.	0.8	315
21	Marketing in Computer-Mediated Environments: Research Synthesis and New Directions. <i>Journal of Marketing</i> , 2014, 78, 20-40.	11.3	304
22	Research Commentary "Seeking the Configurations of Digital Ecodynamics: It Takes Three to Tango. <i>Information Systems Research</i> , 2010, 21, 835-848.	3.7	268
23	Product Fit Uncertainty in Online Markets: Nature, Effects, and Antecedents. <i>Information Systems Research</i> , 2014, 25, 328-344.	3.7	262
24	From Consumer Response to Active Consumer: Measuring the Effectiveness of Interactive Media. <i>Journal of the Academy of Marketing Science</i> , 2002, 30, 376-396.	11.2	257
25	Technology-Based New Product Development Partnerships*. <i>Decision Sciences</i> , 2006, 37, 117-147.	4.5	252
26	Measuring the Effects and Effectiveness of Interactive Advertising. <i>Journal of Interactive Advertising</i> , 2000, 1, 61-77.	5.3	225
27	Research Commentary "NeuroIS: The Potential of Cognitive Neuroscience for Information Systems Research. <i>Information Systems Research</i> , 2011, 22, 687-702.	3.7	186
28	On Self-Selection Biases in Online Product Reviews. <i>MIS Quarterly: Management Information Systems</i> , 2017, 41, 449-471.	4.2	166
29	CIO Reporting Structure, Strategic Positioning, and Firm Performance. <i>MIS Quarterly: Management Information Systems</i> , 2011, 35, 487.	4.2	139
30	Cultural Diversity and Trust in IT Adoption. <i>Journal of Global Information Management</i> , 2005, 13, 54-78.	2.8	134
31	Interactive Technologies and Retailing Strategy: A Review, Conceptual Framework and Future Research Directions. <i>Journal of Interactive Marketing</i> , 2010, 24, 96-110.	6.2	129
32	The Boundaries of Trust and Risk: The Quadratic Moderating Role of Institutional Structures. <i>Information Systems Research</i> , 2012, 23, 940-959.	3.7	117
33	On Buyer Selection of Service Providers in Online Outsourcing Platforms for IT Services. <i>Information Systems Research</i> , 2017, 28, 547-562.	3.7	91
34	Unemployment and Worker Participation in the Gig Economy: Evidence from an Online Labor Market. <i>Information Systems Research</i> , 2020, 31, 431-448.	3.7	84
35	Does Information and Communication Technology Lead to the Well-Being of Nations? A Country-Level Empirical Investigation. <i>MIS Quarterly: Management Information Systems</i> , 2016, 40, 417-430.	4.2	83
36	The Role of Facilitating Conditions and Institutional Trust in Electronic Marketplaces. <i>Journal of Electronic Commerce in Organizations</i> , 2005, 3, 69-82.	1.1	71

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37	Comparing Open and Sealed Bid Auctions: Evidence from Online Labor Markets. <i>Information Systems Research</i> , 2016, 27, 49-69.	3.7	68
38	Visions and Voices on Emerging Challenges in Digital Business Strategy. <i>MIS Quarterly: Management Information Systems</i> , 2013, 37, 633-661.	4.2	61
39	From "ancient" to "modern": a cross-cultural investigation of electronic commerce adoption in Greece and the United States. <i>Journal of Enterprise Information Management</i> , 2004, 17, 416-423.	7.5	58
40	Mitigating Traffic Congestion: The Role of Intelligent Transportation Systems. <i>Information Systems Research</i> , 2020, 31, 653-674.	3.7	56
41	On the Role of Fairness and Social Distance in Designing Effective Social Referral Systems. <i>MIS Quarterly: Management Information Systems</i> , 2017, 41, 787-809.	4.2	56
42	Configurations for Achieving Organizational Ambidexterity with Digitization. <i>Information Systems Research</i> , 2020, 31, 1376-1397.	3.7	55
43	The Mark Coventry Award: Higher Tissue Concentrations of Vancomycin With Low-dose Intraosseous Regional Versus Systemic Prophylaxis in TKA. <i>Clinical Orthopaedics and Related Research</i> , 2014, 472, 57-65.	1.5	51
44	Technology-enabled interactions in digital environments: a conceptual foundation for current and future research. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 132-136.	11.2	47
45	On the Foundations of NeuroIS: Reflections on the Gmunden Retreat 2009. <i>Communications of the Association for Information Systems</i> , 0, 27, .	0.9	43
46	On Direct vs. Indirect Peer Influence in Large Social Networks. <i>Information Systems Research</i> , 2018, 29, 292-314.	3.7	39
47	Introduction to the Special Issue on Novel Perspectives on Trust in Information Systems. <i>MIS Quarterly: Management Information Systems</i> , 2010, 34, 367.	4.2	36
48	Research Note "Toward a Causal Interpretation from Observational Data: A New Bayesian Networks Method for Structural Models with Latent Variables. <i>Information Systems Research</i> , 2010, 21, 365-391.	3.7	36
49	On the Spillover Effects of Online Product Reviews on Purchases: Evidence from Clickstream Data. <i>Information Systems Research</i> , 2021, 32, 895-913.	3.7	35
50	On the Longitudinal Effects of IT Use on Firm-Level Employment. <i>Information Systems Research</i> , 2016, 27, 6-26.	3.7	32
51	Editorial for the Special Section on Humans, Algorithms, and Augmented Intelligence: The Future of Work, Organizations, and Society. <i>Information Systems Research</i> , 2021, 32, 675-687.	3.7	27
52	Call for Papers "Special Issue of <i>Information Systems Research</i> " Humans, Algorithms, and Augmented Intelligence: The Future of Work, Organizations, and Society. <i>Information Systems Research</i> , 2018, 29, 250-251.	3.7	26
53	Achieving a Balance Between Privacy Protection and Data Collection: A Field Experimental Examination of a Theory-Driven Information Technology Solution. <i>Information Systems Research</i> , 2022, 33, 203-223.	3.7	21
54	The role of demographic similarity in people's decision to interact with online anthropomorphic recommendation agents: Evidence from a functional magnetic resonance imaging (fMRI) study. <i>International Journal of Human Computer Studies</i> , 2020, 133, 56-70.	5.6	20

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55	Why Do Online Product Reviews Have a J-Shaped Distribution? Overcoming Biases in Online Word-of-Mouth Communication. SSRN Electronic Journal, 0, , .	0.4	18
56	Latent Growth Modeling for Information Systems: Theoretical Extensions and Practical Applications. Information Systems Research, 2014, 25, 547-568.	3.7	16
57	On the Use of Probabilistic Uncertain Rewards on Crowdfunding Platforms: The Case of the Lottery. Information Systems Research, 2021, 32, 115-129.	3.7	16
58	Tempting Fate: Social Media Posts, Unfollowing, and Long-Term Sales. MIS Quarterly: Management Information Systems, 2020, 44, 1521-1571.	4.2	16
59	On the Use of Neurophysiological Tools in IS Research: Developing a Research Agenda for NeuroIS. SSRN Electronic Journal, 0, , .	0.4	13
60	Theorizing Digital Business Innovation: Platforms and Capabilities in Ecosystems. SSRN Electronic Journal, 0, , .	0.4	13
61	Enhancing Postoperative Rehabilitation Following Knee Arthroplasty Using a New Cryotherapy Product. Geriatric Orthopaedic Surgery and Rehabilitation, 2015, 6, 316-321.	1.4	13
62	Attracting High-Quality Contestants to Contest in the Context of Crowdsourcing Contest Platform. Production and Operations Management, 2021, 30, 1751-1771.	3.8	13
63	Information Technology Skills and Labor Market Outcomes for Workers. Information Systems Research, 2021, 32, 437-461.	3.7	13
64	Relative Effectiveness of Print and Digital Advertising: A Memory Perspective. Journal of Marketing Research, 2021, 58, 827-844.	4.8	13
65	Internet of Things " Will Humans be Replaced or Augmented?. NIM Marketing Intelligence Review, 2018, 10, 42-47.	0.6	13
66	Effective Use of Collaborative IT Tools: Nature, Antecedents, and Consequences. , 2008, , .		12
67	The 'Third Hand': IT-Enabled Competitive Advantage in Turbulence Through Improvisational Capabilities. SSRN Electronic Journal, 2009, , .	0.4	12
68	The scope of artificial neural network metamodels for precision casting process planning. Robotics and Computer-Integrated Manufacturing, 2009, 25, 909-916.	9.9	10
69	Cure or Poison? Identity Verification and the Posting of Fake News on Social Media. Journal of Management Information Systems, 2021, 38, 1011-1038.	4.3	10
70	Location-Based Mobile Gaming and Local Depression Trends: A Study of Pokémon Go. Journal of Management Information Systems, 2022, 39, 68-101.	4.3	10
71	On information technology and the safety of police officers. Decision Support Systems, 2019, 127, 113143.	5.9	8
72	Social capacitance: Leveraging absorptive capacity in the age of social media. Journal of Business Research, 2021, 124, 342-356.	10.2	8

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73	Do Electronic Health Record Systems Increase Medicare Reimbursements? The Moderating Effect of the Recovery Audit Program. <i>Management Science</i> , 2022, 68, 2889-2913.	4.1	6
74	Product Fit Uncertainty in Online Markets: Nature, Effects and Antecedents. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	5
75	On the Spillover Effects of Online Product Reviews on Purchases: Evidence from Clickstream Data. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
76	Unemployment and Worker Participation in the Gig Economy: Evidence from an Online Labor Platform. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	5
77	What Drives Mobile Commerce? An Antecedent Model of Mobile Commerce Adoption. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
78	Understanding Trust in IT Artifacts A New Conceptual Approach. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
79	How Does Bid Visibility Matter in Buyer-Determined Auctions? Comparing Open and Sealed Bid Auctions in Online Labor Markets. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	4
80	Matching in Two-Sided Platforms for IT Services: Evidence from Online Labor Markets. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	4
81	Relative Effectiveness of Print and Digital Advertising: A Memory Perspective. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	4
82	Searching for a Simple Model of Dynamic Capabilities. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
83	Institutional Feedback Technologies in Online Marketplaces: An Investigation of Feedback Text Comments, Trust, and Price Premiums. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	1
84	When Do Improvisational Capabilities Trump Dynamic Capabilities?. <i>Proceedings - Academy of Management</i> , 2007, 2007, 1-5.	0.1	1
85	Product Uncertainty in Online Markets: Conceptualization, Antecedents, and Consequences. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
86	Social Media Capability and New Product Development Performance: An Empirical Investigation. <i>Proceedings - Academy of Management</i> , 2018, 2018, 11278.	0.1	1
87	Quality-Adjusted Consumer Surplus: Measurement, Effects, and Determinants in Online Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
88	On Information Technology and the Safety of Police Officers. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	0
89	A Network Autocorrelation Model to Predict Repeat Purchases in Multi-Relational Social Networks: Evidence from Online Games. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0
90	Private vs. Public Ranking in MOOCs:A Randomized Field Experiment. <i>Proceedings - Academy of Management</i> , 2017, 2017, 14908.	0.1	0