Robert W Zmud

List of Publications by Year
in descending order

63 papers	13,493 citations	76294 40 h-index	123376 61 g-index
63 all docs	63 docs citations	63 times ranked	5716 citing authors

#	Article	IF	Citations
1	Behavioral Intention Formation in Knowledge Sharing: Examining the Roles of Extrinsic Motivators, Social-Psychological Forces, and Organizational Climate. MIS Quarterly: Management Information Systems, 2005, 29, 87.	3.1	2,802
2	Information Technology Implementation Research: A Technological Diffusion Approach. Management Science, 1990, 36, 123-139.	2.4	1,843
3	CHANNEL EXPANSION THEORY AND THE EXPERIENTIAL NATURE OF MEDIA RICHNESS PERCEPTIONS.. Academy of Management Journal, 1999, 42, 153-170.	4.3	836
4	Individual Differences and MIS Success: A Review of the Empirical Literature. Management Science, 1979, 25, 966-979.	2.4	651
5	Arrangements for Information Technology Governance: A Theory of Multiple Contingencies. MIS Quarterly: Management Information Systems, 1999, 23, 261.	3.1	646
6	Empirical Research in Information Systems: The Practice of Relevance. MIS Quarterly: Management Information Systems, 1999, 23, 3.	3.1	641
7	The Influence of IT Management Practice on IT Use in Large Organizations. MIS Quarterly: Management Information Systems, 1994, 18, 299.	3.1	470
8	The Assimilation of Knowledge Platforms in Organizations: An Empirical Investigation. Organization Science, 2001, 12, 117-135.	3.0	470
9	Diffusion of Modern Software Practices: Influence of Centralization and Formalization. Management Science, 1982, 28, 1421-1431.	2.4	440
10	An Examination of â€œPush-Pullâ€•Theory Applied to Process Innovation in Knowledge Work. Management Science, 1984, 30, 727-738.	2.4	399
11	The financial performance effects of IT-based supply chain management systems in manufacturing firms. Journal of Operations Management, 2007, 25, 806-824.	3.3	293
12	Examining the Shareholder Wealth Effects of Announcements of Newly Created CIO Positions. MIS Quarterly: Management Information Systems, 2001, 25, 43.	3.1	273
13	Measuring the Extent of EDI Usage in Complex Organizations: Strategies and Illustrative Examples. MIS Quarterly: Management Information Systems, 1996, 20, 331.	3.1	267
14	Research Commentary: The Organizing Logic for an Enterprise's IT Activities in the Digital Eraâ€"A Prognosis of Practice and a Call for Research. Information Systems Research, 2000, 11, 105-114.	2.2	262
15	A Synthesis of Research on Requirements Analysis and Knowledge Acquisition Techniques. MIS Quarterly: Management Information Systems, 1992, 16, 117.	3.1	259
16	Information Technology Planning in the 1990's: Directions for Practice and Research. MIS Quarterly: Management Information Systems, 1987, 11, 59.	3.1	255
17	A Contingency Approach to Software Project Coordination. Journal of Management Information Systems, 2002, 18, 41-70.	2.1	189
18	Management of Large Software Development Efforts. MIS Quarterly: Management Information Systems, 1980, 4, 45.	3.1	181

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19	The outsourcing of information services: transforming the nature of business in the information industry. Journal of Information Technology, 1995, 10, 221-237.	2.5	176
20	An Attribute Space for Organizational Communication Channels. Information Systems Research, 1990, 1, 440-457.	2.2	174
21	The Influence of a Convergence in Understanding Between Technology Providers and Users on Information Technology Innovativeness. Organization Science, 1991, 2, 195-217.	3.0	159
22	An attributional explanation of individual resistance to the introduction of information technologies in the workplace. Behaviour and Information Technology, 1996, 15, 313-330.	2.5	148
23	Determinants and Consequences of Firm Information Technology Budgets. Accounting Review, 2008, 83, 957-995.	1.7	146
24	Influencing the effectiveness of IT governance practices through steering committees and communication policies. European Journal of Information Systems, 2010, 19, 288-302.	5.5	146
25	Design Alternatives for Organizing Information Systems Activities. MIS Quarterly: Management Information Systems, 1984, 8, 79.	3.1	104
26	The Implementation Process: A Change Approach. MIS Quarterly: Management Information Systems, 1979, 3, 35.	3.1	100
27	The Effectiveness of External Information Channels in Facilitating Innovation within Software Development Groups. MIS Quarterly: Management Information Systems, 1983, 7, 43.	3.1	95
28	The Effects of Coupling IT and Work Process Strategies in Redesign Projects. Organization Science, 1999, 10, 424-438.	3.0	85
29	Inducing Sensitivity to Deception in Order to Improve Decision Making Performance: A Field Study. MIS Quarterly: Management Information Systems, 2002, 26, 119.	3.1	80
30	Critical Success Factor Analysis as a Methodology for MIS Planning. MIS Quarterly: Management Information Systems, 1985, 9, 121.	3.1	78
31	An Examination of IT Planning in a Large, Diversified Public Organization. Decision Sciences, 1995, 26, 49-73.	3.2	68
32	Implementation, Innovation, and Related Themes Over The Years In Information Systems Research. Journal of the Association for Information Systems, 2007, 8, 206-210.	2.4	63
33	Report format and task complexity: Interaction in risk judgments. Accounting, Organizations and Society, 1986, 11, 457-470.	1.4	61
34	CHANNEL EXPANSION THEORY: A DYNAMIC VIEW OF MEDIAL AND INFORMATION RICHNESS PERCEPTIONS.. Proceedings - Academy of Management, 1994, 1994, 280-284.	0.0	58
35	Microcomputer adoption â€" The impact of organizational size and structure. Information and Management, 1989, 16, 157-162.	3.6	57
36	Improving Interorganizational Effectiveness through Voice Mail Facilitation of Peer-to-Peer Relationships. Organization Science, 1995, 6, 445-461.	3.0	54

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37	The information economy: A new perspective for effective information systems management. Data Base for Advances in Information Systems, 1986, 18, 17-23.	1.0	51
38	Senior Executives' IT Management Responsibilities: Serious IT-Related Deficiencies and CEO/CFO Turnover. MIS Quarterly: Management Information Systems, 2016, 40, 687-708.	3.1	50
39	INTERPRETING THE MEASUREMENT OF CHANGE IN ORGANIZATIONAL RESEARCH. Personnel Psychology, 1979, 32, 709-723.	2.2	48
40	Test-Retest Reliability and Internal Consistency of Short-Form of Coopersmith's Self-Esteem Inventory. Psychological Reports, 1977, 41, 1041-1042.	0.9	40
41	A complex adaptive systems perspective of innovation diffusion: an integrated theory and validated virtual laboratory. Computational and Mathematical Organization Theory, 2014, 20, 52-88.	1.5	40
42	Endogenous Adaptation: The Effects of Technology Position and Planning Mode on IT-Enabled Change. Decision Sciences, 2006, 37, 325-355.	3.2	27
43	DSS implementation activities, problem domain characteristics and DSS success. European Journal of Information Systems, 1993, 2, 159-168.	5.5	23
44	Note—On the Validity of the Analytic-Heuristic Instrument Utilized in "The Minnesota Experiments". Management Science, 1978, 24, 1088-1090.	2.4	20
45	Implementation costs of IS-enabled organizational change. Information and Organization, 2008, 18, 73-100.	3.1	18
46	Some Evidence Relating to Convergent Validity of Form B of Coopersmith's Self-Esteem Inventory. Psychological Reports, 1977, 40, 725-726.	0.9	17
47	Editorial Overview—The Digitally Enabled Extended Enterprise in a Global Economy. Information Systems Research, 2007, 18, 233-236.	2.2	16
48	IT Governance Practices in Small and Medium-Sized Enterprises: Recommendations from an Empirical Study. IFIP Advances in Information and Communication Technology, 2009, , 158-179.	0.5	16
49	Technical management notes; additional evidence on the r&d/marketing interface. IEEE Transactions on Engineering Management, 1986, EM-33, 43-44.	2.4	14
50	The development of knowledge embeddedness in CASE technologies within organizations. IEEE Transactions on Engineering Management, 2000, 47, 245-257.	2.4	12
51	Organizational structure and R&D efficiency. R and D Management, 1986, 16, 317-323.	3.0	11
52	External sources of technical knowledge. Economics Letters, 1987, 23, 295-299.	0.9	11
53	The application of causal maps to develop a collective understanding of complex organizational contexts in requirements analysis. Information and Organization, 1992, 2, 143-164.	1.5	11
54	Innovating firms' strategic signaling along the innovation life cycle: The standards war context. Journal of Engineering and Technology Management - JET-M, 2013, 30, 288-308.	1.4	11

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55	Understanding the Measurement of Change. Academy of Management Review, 1978, 3, 661.	7.4	8
56	Technology measurement and the appraisal of information technology. Technological Forecasting and Social Change, 1992, 42, 251-259.	6.2	7
57	The Role of the Product Champion. R and D Management, 1985, 15, 71-72.	3.0	6
58	Estimating Heroin Use in an Urban Area. Substance Use and Misuse, 1975, 10, 589-598.	0.6	3
59	Selecting computer resources for inclusion within a pricing system. Journal of the Association for Information Science and Technology, 1975, 26, 346-348.	1.2	1
60	Development of an information system for the child abuse and neglect service system. Community Mental Health Journal, 1977, 13, 333-342.	1.1	1
61	Experiences with information technology planning in state government: A multiple-site based assessment. Government Information Quarterly, 1992, 9, 135-150.	4.0	1
62	Enabling Business Agility Through Information Technology Management. , 2005, , 375-378.		1
63	Employee information processing behaviors before and after a corporate downsizing. Information Society, 1994, 10, 43-57.	1.7	0