

# Oliver Hinz

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9458728/publications.pdf>

Version: 2024-02-01

80  
papers

3,243  
citations

236925

25  
h-index

161849

54  
g-index

84  
all docs

84  
docs citations

84  
times ranked

2537  
citing authors

#	ARTICLE	IF	CITATIONS
1	Blockchain. Business and Information Systems Engineering, 2017, 59, 183-187.	6.1	819
2	Seeding Strategies for Viral Marketing: An Empirical Comparison. Journal of Marketing, 2011, 75, 55-71.	11.3	457
3	AI-Based Digital Assistants. Business and Information Systems Engineering, 2019, 61, 535-544.	6.1	162
4	The Impact of Information Diffusion on Bidding Behavior in Secret Reserve Price Auctions. Information Systems Research, 2008, 19, 351-368.	3.7	108
5	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
6	The health information seeking and usage behavior intention of Chinese consumers through mobile phones. Information Technology and People, 2015, 28, 405-423.	3.2	92
7	A decision support system for stock investment recommendations using collective wisdom. Decision Support Systems, 2014, 59, 52-62.	5.9	82
8	Drivers of the Long Tail Phenomenon: An Empirical Analysis. Journal of Management Information Systems, 2011, 27, 43-70.	4.3	72
9	Anthropomorphic Information Systems. Business and Information Systems Engineering, 2019, 61, 523-533.	6.1	71
10	Explaining the adoption of grid computing: An integrated institutional theory and organizational capability approach. Journal of Strategic Information Systems, 2013, 22, 137-156.	5.9	63
11	New product adoption in social networks: Why direction matters. Journal of Business Research, 2014, 67, 2836-2844.	10.2	62
12	The influence of data theft on the share prices and systematic risk of consumer electronics companies. Information and Management, 2015, 52, 337-347.	6.5	57
13	Willingness-to-pay estimation with choice-based conjoint analysis: Addressing extreme response behavior with individually adapted designs. European Journal of Operational Research, 2012, 219, 368-378.	5.7	56
14	An analysis of the importance of the long tail in search engine marketing. Electronic Commerce Research and Applications, 2010, 9, 488-494.	5.0	50
15	Making Digital Freemium Business Models a Success: Predicting Customers'™ Lifetime Value via Initial Purchase Information. Business and Information Systems Engineering, 2016, 58, 107-118.	6.1	50
16	The Impact of Search and Recommendation Systems on Sales in Electronic Commerce. Business and Information Systems Engineering, 2010, 2, 67-77.	6.1	48
17	Are crowds on the internet wiser than experts? The case of a stock prediction community. Journal of Business Economics, 2014, 84, 303-338.	1.9	45
18	The Impact of Sharing Mechanism Design on Content Sharing in Online Social Networks. Information Systems Research, 2018, 29, 592-611.	3.7	43

#	ARTICLE	IF	CITATIONS
19	The impact of content sentiment and emotionality on content virality. <i>International Journal of Research in Marketing</i> , 2016, 33, 695-701.	4.2	42
20	Measuring consumers' willingness to pay with utility-based recommendation systems. <i>Decision Support Systems</i> , 2015, 72, 60-71.	5.9	41
21	The Economic Impact of Privacy Violations and Security Breaches. <i>Business and Information Systems Engineering</i> , 2014, 6, 339-348.	6.1	40
22	Big Digital Platforms. <i>Business and Information Systems Engineering</i> , 2019, 61, 645-648.	6.1	38
23	Estimating Network Effects in Two-Sided Markets. <i>Journal of Management Information Systems</i> , 2020, 37, 12-38.	4.3	33
24	Research Note "Can't Buy Me Love"   Or Can I? Social Capital Attainment Through Conspicuous Consumption in Virtual Environments. <i>Information Systems Research</i> , 2015, 26, 859-870.	3.7	32
25	Retailers' Use of Shipping Cost Strategies: Free Shipping or Partitioned Prices?. <i>International Journal of Electronic Commerce</i> , 2012, 16, 65-88.	3.0	31
26	The value of user's Facebook profile data for product recommendation generation. <i>Electronic Markets</i> , 2015, 25, 125-138.	8.1	29
27	Fostering the adoption of electric vehicles by providing complementary mobility services: a two-step approach using Best-Worst Scaling and Dual Response. <i>Journal of Business Economics</i> , 2015, 85, 921-951.	1.9	25
28	How Do Recommender Systems Lead to Consumer Purchases? A Causal Mediation Analysis of a Field Experiment. <i>Information Systems Research</i> , 2022, 33, 620-637.	3.7	24
29	Expl(A)in It to Me – Explainable AI and Information Systems Research. <i>Business and Information Systems Engineering</i> , 2021, 63, 79-82.	6.1	22
30	Values and Ethics in Information Systems. <i>Business and Information Systems Engineering</i> , 2022, 64, 247-264.	6.1	22
31	The social embeddedness of decision making: opportunities and challenges. <i>Electronic Markets</i> , 2011, 21, 185-195.	8.1	21
32	User preferences and willingness to pay for in-vehicle assistance. <i>Electronic Markets</i> , 2019, 29, 37-53.	8.1	21
33	Exploring User Expectations of Proactive AI Systems. , 2020, 4, 1-22.		21
34	Managing information diffusion in Name-Your-Own-Price auctions. <i>Decision Support Systems</i> , 2010, 49, 474-485.	5.9	20
35	TV's Dirty Little Secret: The Negative Effect of Popular TV on Online Auction Sales. <i>MIS Quarterly: Management Information Systems</i> , 2016, 40, 623-644.	4.2	20
36	Corporate Digital Responsibility. <i>Business and Information Systems Engineering</i> , 2022, 64, 127-132.	6.1	20

#	ARTICLE	IF	CITATIONS
37	Users' willingness to pay for web identity management systems. <i>European Journal of Information Systems</i> , 2014, 23, 36-50.	9.2	19
38	Grid Economics in Departmentalized Enterprises. <i>Journal of Grid Computing</i> , 2008, 6, 277-290.	3.9	18
39	User preferences for privacy features in digital assistants. <i>Electronic Markets</i> , 2021, 31, 411.	8.1	18
40	Machine learning in information systems - a bibliographic review and open research issues. <i>Electronic Markets</i> , 2021, 31, 643-670.	8.1	18
41	Determining profit-optimizing return policies – a two-step approach on data from taobao.com. <i>Electronic Markets</i> , 2016, 26, 103-114.	8.1	17
42	AKEGIS: automatic keyword generation for sponsored search advertising in online retailing. <i>Decision Support Systems</i> , 2019, 119, 96-106.	5.9	17
43	Effects of decision space information on MAUT-based systems that support purchase decision processes. <i>Decision Support Systems</i> , 2017, 97, 43-57.	5.9	16
44	Network effects in two-sided markets: why a 50/50 user split is not necessarily revenue optimal. <i>Business Research</i> , 2015, 8, 139-170.	4.0	14
45	Resilient Digital Twins. <i>Business and Information Systems Engineering</i> , 2021, 63, 615-619.	6.1	13
46	Standardizing Interactive Pricing for Electronic Business. <i>Electronic Markets</i> , 2008, 18, 161-174.	8.1	11
47	The impact of the package opening process on product returns. <i>Business Research</i> , 2018, 11, 279-308.	4.0	11
48	Without each other, we have nothing: a state-of-the-art analysis on how to operationalize social capital. <i>Review of Managerial Science</i> , 2019, 13, 1003-1035.	7.1	11
49	Citizen Science in Information Systems Research. <i>Business and Information Systems Engineering</i> , 2020, 62, 273-277.	6.1	10
50	Impact of COVID-19 on BISE Research and Education. <i>Business and Information Systems Engineering</i> , 2020, 62, 463-466.	6.1	10
51	How and What Can Humans Learn from Being in the Loop?. <i>KI - Kunstliche Intelligenz</i> , 2020, 34, 199-207.	3.2	10
52	Blind Spots in Business and Information Systems Engineering. <i>Business and Information Systems Engineering</i> , 2019, 61, 133-135.	6.1	8
53	Makers. <i>Business and Information Systems Engineering</i> , 2013, 5, 357-360.	6.1	7
54	Challenges in Interactive Machine Learning. <i>KI - Kunstliche Intelligenz</i> , 2020, 34, 127-130.	3.2	7

#	ARTICLE	IF	CITATIONS
55	Expl(Ai)Ned: The Impact of Explainable Artificial Intelligence on Cognitive Processes. SSRN Electronic Journal, 0, , .	0.4	6
56	Is the Buzz on? â€œ A Buzz Detection System for Viral Posts in Social Media. Journal of Interactive Marketing, 2021, 56, 1-17.	6.2	6
57	The interplay between psychometric and sociometric data and the willingness to adopt innovations. Journal of Business Economics, 2011, 81, 29-59.	1.9	5
58	Assessing Strategic Behavior in Name-Your-Own-Price Markets. International Journal of Electronic Commerce, 2014, 18, 103-124.	3.0	5
59	The Ambiguous Identifier Clustering Technique. Electronic Markets, 2016, 26, 143-156.	8.1	5
60	Sample-based longitudinal discrete choice experiments: preferences for electric vehicles over time. Journal of the Academy of Marketing Science, 2021, 49, 482-500.	11.2	5
61	Research in the Attention Economy. Business and Information Systems Engineering, 2020, 62, 83-85.	6.1	4
62	Multi-Stakeholder Service Placement via Iterative Bargaining With Incomplete Information. IEEE/ACM Transactions on Networking, 2022, 30, 1822-1837.	3.8	4
63	The effects of advertisement disclosure on heavy and light Instagram users. Electronic Markets, 2022, 32, 1351-1372.	8.1	4
64	Eliciting and Considering Underlay User Preferences for Data-Forwarding in Multihop Wireless Networks. IEEE Access, 2019, 7, 40052-40067.	4.2	3
65	ForeSight - AI-based Smart Living Platform Approach. Current Directions in Biomedical Engineering, 2020, 6, 384-387.	0.4	3
66	Business and Information Systems Engineering and Marketing. Business and Information Systems Engineering, 2013, 5, 127-128.	6.1	2
67	Introducing Registered Reports to the Information Systems Community. Business and Information Systems Engineering, 2019, 61, 381-384.	6.1	2
68	The influence of location-based games on traditional entertainment products. Decision Support Systems, 2021, 149, 113604.	5.9	2
69	Which collaborations allow firms to become gatekeepers? A longitudinal analysis of a large-scale collaboration network. European Management Journal, 2021, , .	5.1	2
70	Assessing the economic effects of server launches in free-to-play MMO games. Journal of Business Economics, 2017, 87, 421-464.	1.9	1
71	Mobile Phones and Crime: The Protective Effect of Mobile Network Infrastructures. Journal of Quantitative Criminology, 2020, 36, 933-956.	2.9	1
72	Influence of Social Relationships on Decisions in Device-to-Device Communication. IEEE Access, 2021, 9, 106459-106475.	4.2	1

#	ARTICLE	IF	CITATIONS
73	Welcome to Economies in IS!. Business and Information Systems Engineering, 2021, 63, 325-328.	6.1	1
74	Call for Papers, Issue 5/2023. Business and Information Systems Engineering, 2021, 63, 479-481.	6.1	1
75	Ein nutzergerechtes Erreichbarkeitsmanagement: Wissenschaftliche Erkenntnisse und Implikationen. , 2020, , 29-50.		1
76	The Terminator of Social Welfare? The Economic Consequences of Algorithmic Discrimination. SSRN Electronic Journal, 0, , .	0.4	1
77	Wirtschaftsinformatik und Marketing. Business & Information Systems Engineering, 2013, 55, 119-120.	0.4	0
78	The Predictive Value of Data from Virtual Investment Communities. Machine Learning and Knowledge Extraction, 2021, 3, 1-13.	5.0	0
79	Second Screeningâ€”The Influence of Concurrent TV Consumption on Online Shopping Behavior. Information Systems Research, 2022, 33, 809-823.	3.7	0
80	Understanding mediators in location-based mobile marketing and why commuting hubs are so effectiveâ€”a mediation analysis of a randomized field experiment. Journal of Media Economics, 0, , 1-28.	0.8	0