High Impact IS Papers and Researchers in the Pacific Asia Region

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Abstract

As research in information systems (IS) becomes increasingly popular, it is interesting to know the impact of research from the Pacific Asia region and who has contributed more high impact papers. With the assistance of SSCI/SCIE database of Web of Science and Google Scholar, this study investigates the impact of Pacific Asian researchers and their papers by the citation numbers of their published papers in 21 IS journals. Common keywords and theories adopted in the most cited papers are also examined. The result indicates that scholars in Hong Kong, Australia, and Singapore are major contributors in the region. MIS Quarterly publishes most highly cited papers. Papers co-authored across regions are more likely to create high citations. Our findings provide insights into how research reports from Pacific Asian authors have influenced the development of knowledge in information systems.

Keywords: Citation analysis, research impact, research productivity, Pacific Asia region.

Introduction

Information system (IS) is a relatively young discipline compared to traditional scientific fields, such as philosophy and physics. Contributions of various types of research are often under debates (such as the debate on design science or IT artifacts). There are many different ways in how to measure the contributions of a scientific research, one of which is citation analysis. Some studies that analyze individual or institutional productivity and the impact of journals have been published in the IS discipline to shed the light for future disciplinary development and provide a "reflective analysis" (Hirschheim and Klein, 2003). Most of these studies are carried out from a global perspective. Undoubtedly, they provide a valuable contribution to the field's development from a holistic view. However, as the discipline is still dominated by scholars in North America, their findings often reveal little insight about researchers in the Pacific Asia region.

The rapid growth of the four "little dragons" in late 20th century followed by China and India in early 21st century has made the Pacific Asia region an important part of the world. Because of the uniqueness and distinctiveness of its culture, the Pacific Asia region is gradually becoming more attractive for IS researchers to investigate the current status of its academic development. In 2007, Communications of the Association for Information Systems (CAIS) had published a special issue presenting the state of the IS academic discipline in Pacific Asia, covering Australia, Hong Kong, Korea, New Zealand, Singapore, and Taiwan. While these articles have covered the development of the area in related countries, it would be useful to explore the influences of research output from authors in the region.

The purpose of this paper is to show the profile of how research in Pacific Asia contributes to the development of knowledge in IS. There are many ways in which the contribution of a research can be evaluated. A quantitative approach that has been widely adopted is citation analysis, which is performed by examining how many times a given published article has been cited by other articles (Lowry et al., 2007). The underlying assumption of this approach is that authors of published papers only cite previous works that they feel useful to support their research. Although this may not be a perfect method, it gains popularity because the computerized citation databases make the recording and calculation possible. This type of study provides a relatively objective way of measuring and analyzing the impact made by academic publication (e.g. journals and research articles).

In this research, we used citation data in the Web of Science (WOS) database and Google Scholars to find the most cited papers and authors in the region. It is hoped that our findings can provide knowledge for a better understanding of the impact of Pacific Asian researchers and point out some directions for future development of IS discipline in the region.

Previous Citation Analysis Studies

Investigating influential papers has a long history in the IS area. An early work by Hamilton and Ives published in 1982 identified 15 most cited papers with AcKoff's Management Misinformation Systems on the top (Hamilton and Ives, 1982). These highly cited papers were also popular materials for IS courses at that time. In order to determine so called "classic" publications, Culnan (1986, 1987) conducted two citation analysis studies in a variety of time ranges later. The first covered from 1972 to mid-1982; the second covered from 1980 to mid-1985. The number of citations per year was determined by dividing the total number of citations identified from the study period. The screening criterion for classic publications was four or more citations a year on average. In a comparison, Culnan's first study (Culnan, 1986) found seven publications while the second study (Culnan, 1987) identified 13 that meet the criterion of four or more citations a year. This

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comparison shows that more classic (or high impact) publications were found in more recent time period.

Walstrom and Leonard (2000) continued from Culnan's second paper (Culnan, 1987), and picked up the period from 1986 to 1995. They also highlighted publications which averaged at least four citations per year or at least 40 total citations in ten years. More than that, they strictly tagged those papers that belong to so called "super classic". Walstrom and Leonard (2000) believed that the super classic papers, rather than being the phenomenon of well-known papers for a period and then being considered obsolescent after a decade, must remain classic over time. They combined their results with the findings from Culnan's two previous papers (Culnan, 1986, 1987) to identify 91 publications and 13 super classic publications.

In a recent work, Lowry et al. (2007) argued that only a few of previous citation analysis studies have examined the issues of institutional productivity, individual research productivity, or the impact of particular articles. To conduct citation analysis, they chose IS articles from three leading journals: *MIS Quarterly (MISQ), Information Systems Research (ISR),* and *Management Science (MS),* in order to determine the institutions, individuals, articles, and themes that have had the greatest impact on the IS field. Their results supplied several interesting findings. First, the leading productive institutions have changed over time, and institutions outside of North America are poorly represented. Second, no institution had consistent impact across all three journals. Third, clear differences in the journals' publication patterns emerge. *ISR* has been more likely to publish e-commerce-related articles, while *MISQ* has been much more likely to publish on knowledge management and management of IS. The group support systems (GSS) issue has been a larger portion of publications in both *MISQ* and *ISR* than in *MS*.

By using different data sources, Whitley and Galliers (2007) utilized the papers published in European Conference on IS (ECIS) to study the citation preferences in the European academic environment. They claimed that using ECIS as a data source provides a wider and more international perspective to analyze current topics with short time lag. Different from previous citation analysis studies, the results showed that extensive classic citations in the sample papers were books, and papers from the *Harvard Business Review (HBR)* and the *Sloan Management Review (SMR)*. Moreover, Whitley and Galliers (2007) found that social theorists are more widely cited in European IS research than in the North American studies. ECIS authors are more inclined to use both US and European sources than authors in North American journals. These findings indicate that citations (or impacts) may have different patterns in different geographical regions. To our knowledge so far, no research on the impact of Pacific Asian authors has been published. Therefore, it would be interesting to explore the citation profile of authors in this region, as the culture of many countries in this region is different from that in Europe and in the United States.

Method

The research includes two main steps. First, major IS journals were selected to identify publications from Pacific Asian authors. The citations of these journal papers in the SSCI/SCIE (Social Science Citation Index / Science Citation Index Expanded) database of Web of Science (WOS) were then retrieved and analyzed. We chose journals for study based on the journal list suggested by Liang (2004) in terms of most elite IS journals. *CAIS* was excluded from our study because its citation data was not included in the WOS database. *Management Science* and *Decision Sciences* were added into the list for their reputation in the IS field. The final list contains 21 journals: *Communications of the ACM (CACM), DATA BASE for Advances in Information Systems, Decision Sciences (DS), Decision Support Systems (DSS), European Journal of Information Systems (EJIS), Expert*

Systems with Applications (ESWA), Information and Management (I&M), International Journal of Electronic Commerce (IJEC), International Journal of Human-Computer Studies (IJHCS), Information Processing and Management (IPM), INFORMS Journal on Computing, Information Systems Journal (ISJ), Information Systems Research (ISR), Journal of the Association for Information Systems (JAIS), Journal of Computer Information Systems (JCIS), Journal of Information Technology (JIT), Journal of Management Information Systems (JMIS), Journal of Organization Computing and Electronic Commerce (JOCEC), Journal of Strategic Information Systems (JSIS), MIS Quarterly (MISQ), and *Management Sciences (MS).* This is a pretty complete list of journals that covers most major IS papers.

The authors residing in the Pacific Asia region and having papers published in these 21 journals from 1956 to October 2008 were identified and compiled into an author list. For those authors who moved to different regions during the period, we assigned all of their papers into the total publication list of the region that they permanently reside in. Editorial material, notes, and letter types were excluded and only full research papers were retained. After identifying the authors and their papers, the researchers examined the nature of each paper to see whether they are IS papers in a series of discussion sessions. A list of candidate papers was compiled.

Two sets of citation data were used in our analysis: the SSCI/SCIE database of WOS and Google Scholar. WOS is a commercial product offered by Thomson Reuters, which covers more than 1700 different journals in social sciences and more than 6000 journals in sciences and engineering. The citation data in the SSCI/SCIE database is derived from papers published in journals that were included in the database's journal lists. These journals are often more rigorous in their respective disciplines. Because the SSCI/SCIE database has its own criteria of selection, the database only collects those issues and articles afterward the time that the journal has been included in the SSCI/SCIE database. Furthermore, it may exclude some issues or articles in certain journals from time to time. For example, the database only includes the articles in *JMIS* after 1999 (Volume16, Issue2) despite the journal's inaugural publication was in 1984. Google scholar is an online database maintained by Google (http://scholar.google.com/). Its citation data were primarily collected from the Internet and hence may include more diverse sources, including conference papers and working papers.

Since the SSCI/SCIE database often indicates citations in quality journals, we first search the database to find the total citation number for each paper in the final paper list of papers from Pacific Asian authors. We set the time range of the SSCI/SCIE database from 1956 to 2008 to cover, as mentioned previously, certain articles in the 21 journals that have been included in the database. Papers with total citation number higher than 45 were included in the High Impact Paper List. Considering the reminder given by Clarke (2008), we further searched Google Scholar to find online citations of each paper. These data were then combined to show their total citations.

After the high impact papers were identified, we performed a series of analysis to find the frequently-used keywords and theories among the highly cited papers. For the keyword analysis, we compiled a list of keywords supplied by the papers. These keywords were analyzed by their occurrence frequency and those appeared more than twice were marked as popular keywords. Another issue we analyzed was the popularity of different theories adopted in the highly cited papers. Theories adopted in more than two papers are marked as popular theories.

In addition to identifying the highly cited papers, we also calculated the total citation number in the SSCI/SCIE database for each author from the Pacific Asia to find their individual impacts. Since Google Scholar does not provide a convenient tool for

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analyzing individual author's citations, we only analyze the citation data in the WOS database. Authors with total citation number higher than 100 were shown in the Most Cited Author List.

Findings and Discussions

Highly Cited Papers from Pacific Asian Authors

Following the procedures described in the previous section, we have found 39 papers in 21 journals that each of which was cited more than 45 times in the SSCI/SCIE database of WOS. Appendix 1 shows their citation frequencies, authors, paper title, and publishing journals. Authors in the Pacific Asia region are printed in bold and underlined in the table.

It turns out the paper by Nunamaker, Dennis, Valacich, Vogel, and George in 1991 published in Communications of the ACM has the highest WOS and Google Scholar citation numbers. Klein and Myers (1999) in MIS Quarterly has the second total citation numbers over a thousand, although Tam and Kiang (1992) in Management Science has a slightly higher citation frequency in WOS. Nine papers have total citation frequencies higher than 500. There are 10 of them that have WOS citation frequencies higher than 100, 33 of them higher than 50.

Among the 39 most cited papers, 29 were published prior to 2000, while 10 were published after 2000 (including 2000). This indicates that time is a critical factor for having impact. The earliest papers are Tait and Vessey's (1988) "The Effect of User Involvement on System Success - a Contingency Approach" which appeared in *MISQ* and Rivard and Huff's (1988) "Factors of Success for End-User Computing" which appeared in *CACM*, and they are followed by Dennis, George, Jessup, Nunamaker, and Vogel's (1988) "Information Technology to Support Electronic Meetings" which also appeared in *MISQ*. The latest one also appeared in *MISQ*, that is, Bock, Zmud, Kim, and Lee's (2005) "Behavioral Intention Formation in Knowledge Sharing: Examining the Roles of Extrinsic Motivators, Social-Psychological Forces, and Organizational Climate."

Analyzing the publication outlets of these highly cited papers, we find that 13 of them appeared in *MISQ*; seven in *CACM*; five each in *I&M* and *MS*; three each in *DS* and *ISR*; and one each in J*MIS, DSS,* and *IJEC.* Among those highly cited papers, 12 have all co-authors in the Pacific Asia region and 27 have mixed authorship outside the region. This indicates that cross region authorship may have an advantage in creating more impact for Pacific Asian authors. Four authors have participated in the authorship of three or more of them: Patrick Y.K. Chau (4 papers), Douglas. R. Vogel (3 papers), Kar Yan Tam (3 papers), Paul B. Cragg (3 papers), and Young Gul Kim (3 papers).

Table 1 shows popular keywords found in the most cited papers. Any keyword that is referred more than twice is included. Among the 12 keywords in the table, the keywords "technology acceptance and adoption" appeared 13 times to be the top. This, along with the top rank of technology acceptance model (TAM) in Table 2, shows that technology acceptance has been a dominating topic in the past years. The second frequently used keywords are "case study" and "small business", which appeared only four times each. Except technology acceptance, other key words are quite diverse. This also reflects the diversity of the IS field.

Table 2 lists the theories which had been adopted in the highly cited papers twice or more. The most popular theory is technology acceptance model, followed by Input-Process-Output model and the transaction cost theory. Four theories ranked forth have the same frequency of use: cognitive fit theory, diffusion of innovations, institutional theory, and IS success model.

Table 1. Popular Keywords in the Most Cited Papers		
Rank	**Keywords**	**Frequency**
1	Technology acceptance and adoption	13
2	Case study	4
2	Small business	4
4	IS success	3
4	IT infrastructure	3
6	E-commerce	2
6	Electronic meeting systems/Group support systems	2
6	IS research methodologies	2
6	Information technology	2
6	Neural networks	2
6	Structural equation models	2
6	Transaction cost theory	2

Table 2. Common Theories in the Most Cited Papers		
Rank	**Theory**	**Times Used**
1	Technology acceptance model	4
2	Input-Process-Output model	3
2	Transaction cost theory	3
4	Cognitive fit theory	2
4	Diffusion of innovations	2
4	Institutional theory	2
4	IS success model	2

Highly Cited Authors in the Pacific Asia

Table 3 presents the authors in Pacific Asia whose papers published in the 21 journals have been cited more than 100 times totally in the WOS database. The year of aggregation is from 1956 to 2008.

As shown in Table 3, 10 authors have received more than 300 citations of their works. Douglas R. Vogel is in the top position with a citation of 809 times. He is followed by Iris Vessey (716 times), Kar Yan Tam (615 times) and Patrick Y.K. Chau (549 times). Douglas R. Vogel, Iris Vessey and Kar Yan Tam are three authors whose papers have been cited more than 600 times.

Table 4 shows the geographical distribution of those highly cited authors. Among those most cited authors, 10 of them are in Hong Kong; seven each in Australia and Singapore; five in Korea; three in New Zealand; two in Taiwan; and one in China. When looking at the institutions of those most cited authors (Table 5), six institutions have at least two most cited authors. City University of Hong Kong has six authors, and National University of Singapore have five authors, while Korea Advanced Institute of Science and Technology has three authors. Hong Kong University of Science and Technology, Monash University, and Nanyang Technological University, each has two authors. The most cited authors in Singapore are mainly affiliated with National University of Singapore (with 5 authors), while six of the 10 of the most cited authors in Hong Kong are affiliated with the City University of Hong Kong.

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Table 3. Most Cited Author List in Pacific Asia in terms of the 21 journals

Rank	Researcher	University	Citation [a]
1	Vogel, Douglas. R.	City University of Hong Kong (HK)	809
2	Vessey, Iris	University of Queensland (AU)	716
3	Tam, Kar Yan	Hong Kong University of Science and Technology (HK)	615
4	Chau, Patrick Y.K.	The University of Hong Kong (HK)	549
5	Huff, Sid L.	Victoria University of Wellington (NZ)	487
6	Wei, Kwok-Kee	City University of Hong Kong (HK)	444
7	Kim, Young Gul	Korea Advanced Institute of Science and Technology (KR)	383
8	Liang, Ting-Peng	National Sun Yat-Sen University (TW)	307
9	Myers, Michael D.	University of Auckland (NZ)	305
10	Cragg, Paul B.	University of Canterbury (NZ)	300
11	Weber, Ron	Monash University (AU)	297
12	Han, Ingoo	Korea Advanced Institute of Science and Technology (KR)	294
13	Tan, Bernard C.Y.	National University of Singapore (SG)	259
14	Teo, Thompson S.H.	National University of Singapore (SG)	228
15	Yap, Chee-Sing	National University of Singapore (SG)	220
16	Cavaye, Angèle L.M.	Flinders University (AU)	209
17	Raman, Krishnamurthy S.	National University of Singapore (SG)	205
17	Thong, James Y.L.	Hong Kong University of Science and Technology (HK)	185
19	Lee, Jae Kyu	Korea Advanced Institute of Science and Technology (KR)	173
20	Seddon, Peter B.	The University of Melbourne (AU)	173
21	Lee, Kun Chang	Sungkyunkwan University (KR)	171
22	Zhuge, Hai	Chinese Academy of Sciences (CN)	168
23	Ang, Soon	Nanyang Technological University (SG)	165
24	Lee, Jae-Nam	Korea University Business School (KR)	158
25	Lee, Matthew K.O.	City University of Hong Kong (HK)	126
26	Lai, Vincent S.	The Chinese University of Hong Kong (HK)	122
26	Davison, Robert M.	City University of Hong Kong (HK)	118
28	Wang, Huaiqing	City University of Hong Kong (HK)	118
29	Shanks, Graeme	Monash University (AU)	114
29	Glass, Robert L.	Griffith University (AU)	112
31	Love, Peter E.D.	Edith Cowan University (AU)	112
31	Martinsons, Maris G.	City University of Hong Kong (HK)	108
33	Soh, Christina	Nanyang Technological University (SG)	108
34	Teo, Hock-Hai	National University of Singapore (SG)	101
35	Wang, Eric T.G.	National Central University (TW)	100

[a] : Retrieved from 1956 to October 2008

Table 4: Geographical Distribution of Highly Cited Authors		
Rank	**Countries/Areas**	**Frequency**
1	Hong Kong	10
2	Australia	7
2	Singapore	7
4	Korea	5
5	New Zealand	3
6	Taiwan	2
7	China	1

Table 5: Affiliation Distribution of Highly Cited Authors		
Rank	**University**	**Frequency**
1	City University of Hong Kong	6
1	National University of Singapore	5
3	Korea Advanced Institute of Science and Technology	3
4	Hong Kong University of Science and Technology	2
4	Monash University	2
4	Nanyang Technological University	2

Conclusion

This study has examined the impact of Pacific Asia researchers by looking at the citation numbers of their published papers in 21 major IS journals. The results show that *MISQ* published most highly cited papers by Pacific Asian authors. Those papers included in our list represent the ones that have been cited more than 45 times. Among the authors of most cited papers, Douglas R. Vogel, Iris Vessey and Kar Yan Tam are the only three authors whose papers have been cited more than 600 times. Technology acceptance and adoption and technology acceptance model are most popular keywords and theories among the most cited papers respectively. Furthermore, Hong Kong, Australia, and Singapore produce most highly cited authors. National University of Singapore and City University of Hong Kong have more highly cited authors than other universities. As the IS field is continuously evolving, the results of our citation analysis may be useful to shed the light of contemporary interests in IS field.

The findings from this study reveal some interesting insights about the profile of high impact papers from Pacific Asian authors in major IS journals. However, it has several limitations. First, only 21 major IS journals were selected in our study. There may be high impact IS papers from Pacific Asian authors published in other journals outside the coverage of this research. Although we have tried to incorporate as many IS journals as possible, we could only cover major ones and especially those included in the WOS database at that time. Second, we could only access citation records of the papers in the SSCI/SCIE database of WOS, and consequently papers outside the database were excluded in this study, such as the papers of *JMIS* prior to 1999, papers of *MISQ* prior to 1984, papers of *JAIS* prior to 2007, etc. This may lead to underestimation of the citation numbers for authors. Third, we calculated the contribution of each of authors in a paper equally regardless his or her priority in the author list. In this way, we cannot differentiate their contributions. Forth, researchers might miss out one initial or add the initial of his or her nickname. This would cause the problem of calculating the total

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citation number for the author. Although we have tried to search all possible combinations, there were still some rooms for oversights. Finally, our findings from data in the past may not be valuable for predicting future IS trends. Certain new journals that may become major ones in the future were not included in our analysis list. This could result in biases. Therefore, our results should be interpreted carefully with the limitations in mind.

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Appendix 1: Most Cited Papers in the Pacific Asia in the 21 journals

Most Cited Paper List							
Rank	**Researcher**	**Total Citation**	**WOS Citation** [a]	**Google Scholar Citation** [b]	**Journal**	**Title**	**Year**
1	Nunamaker, J.F.; Dennis, A.R.; Valacich, J.S.; **Vogel, Douglas. R.;** George, J.F.	1428	364	1064	Communications of the ACM	Electronic Meeting Systems to Support Group Work	1991
2	Klein, H.K.; **Myers, Michael D.**	1226	198	1028	MIS Quarterly	A Set of Principles for Conducting and Evaluating Interpretive Field Studies in Information Systems	1999
3	**Tam, Kar Yan**; Kiang, M.Y.	661	199	462	Management Science	Managerial Applications of Neural Networks - the Case of Bank Failure Predictions	1992
4	Dennis, A.R.; George, J.F.; Jessup, L.M.; Nunamaker, J.F.; **Vogel, Douglas. R.;**	628	231	397	MIS Quarterly	Information Technology to Support Electronic Meetings	1988
5	Hevner, A.R.; March, S.T.; **Park, Jinsoo**	573	83	490	MIS Quarterly	Design Science in Information Systems Research	2004
6	Compeau, D.; Higgins, C.A.; **Sid L. Huff**	567	168	399	MIS Quarterly	Social Cognitive Theory and Individual Reactions to Computing Technology: A Longitudinal Study	1999
7	Igbaria, M.; Zinatelli, N.; **Cragg, Paul B.**; **Cavaye, A.L.M.**	561	144	417	MIS Quarterly	Personal Computing Acceptance Factors in Small Firms: A Structural Equation Model	1997

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8	**Moon, Ji-Won**; **Kim, Young Gul**	539	121	418	Information and Management	Extending the TAM for a World-Wide-Web Context	2001
9	**Seddon, Peter B.**	513	132	381	Information Systems Research	A Respecification and Extension of the DeLone and McLean Model of IS Success	1997
10	Hu, P.J.H.; **Chau, Patrick Y.K.**; Sheng, O.R.L.; **Tam, Kar Yan**;	433	118	315	Journal of Management Information Systems	Examining the Technology Acceptance Model Using Physician Acceptance of Telemedicine Technology	1999
11	**Vessey, Iris**	422	140	282	Decision Sciences	Cognitive Fit: A Theory-Based Analysis of the Graphs Versus Tables Literature	1991
12	**Soh, Christina**; **Kien, Sia Siew**; **Tay-Yap, Joanne**	414	97	317	Communications of the ACM	Cultural Fits and Misfits: Is ERP a Universal Solution?	2000
13	**Lee, Ho-Geun**	406	50	356	Communications of the ACM	Do Electronic Marketplaces Lower the Price of Goods?	1998
14	Avison, D; Lau, F; **Myers, Michael D.**; Nielsen, P.A.	392	65	327	Communications of the ACM	Action Research	1999
15	**Cragg, Paul B.**; King, M.	387	81	306	MIS Quarterly	Small-Firm Computing - Motivators and Inhibitors	1993
16	**Hong, Kyung-Kwon**; **Kim, Young Gul**	367	84	283	Information and Management	The Critical Success Factors for ERP Implementation: An Organizational Fit Perspective	2002
17	**Lee, Matthew K.O.**; Turban, E.	359	62	297	International Journal of Electronic Commerce	A Trust Model for Consumer Internet Shopping	2001

18	King, J.L.; Gurbaxani, V.; Kraemer, K.L.; McFarlan F.W.; **Raman, Krishnamurthy S.**; **Yap, Chee-Sing**	320	74	246	Information Systems Research	Institutional Factors in Information Technology Innovation	1994
19	**Poon, Simpson**; **Swatman, Paula M.C.**	308	46	262	Information and Management	An Exploratory Study of Small Business Internet Commerce Issues	1999
20	**Ang, Soon**; Straub, DW	300	60	240	MIS Quarterly	Production and Transaction Economies and IS Outsourcing: A Study of the US Banking Industry	1998
21	**Liang, Ting-Peng**; **Huang, Jin-Shiang**	293	59	234	Decision Support Systems	An Empirical Study on Consumer Acceptance of Products in Electronic Markets: A Transaction Cost Model	1998
22	**Tait, Peter**; **Vessey, Iris**	272	91	181	MIS Quarterly	The Effect of User Involvement on System Success - a Contingency Approach	1988
23	**Broadbent, Marianne**; Weill, Peter; St. Clair, D.	265	53	212	MIS Quarterly	The Implications of Information Technology Infrastructure for Business Process Redesign	1999
24	**Chau, Patrick Y.K.**; **Tam, Kar Yan**	261	54	207	MIS Quarterly	Factors Affecting the Adoption of Open Systems: An Exploratory Study	1997
25	Dewan, S.; **Min, Chung-Ki**	258	60	198	Management Science	The Substitution of Information Technology for Other Factors of Production: A Firm Level Analysis	1997
26	Rivard, S; **Sid L. Huff**	252	98	154	Communications of the ACM	Factors of Success for End-User Computing	1988
27	**Bock, Gee-Woo**; Zmud, R.W.; **Kim, Young Gul**; **Lee, Jae-Nam**	239	60	179	MIS Quarterly	Behavioral Intention Formation in Knowledge Sharing: Examining the Roles of Extrinsic Motivators, Social-Psychological Forces, and Organizational Climate	2005

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28	**Chau, Patrick Y.K.**; Hu, P.J.H.	230	54	176	Decision Sciences	Information Technology Acceptance by Individual Professionals: A Model Comparison Approach	2001
29	**Wang, Huaiqing** ; **Lee, Matthew K.O.**; Wang, C.	227	48	179	Communications of the ACM	Consumer Privacy Concerns about Internet Marketing	1998
30	Mehrtens, J; **Cragg, Paul B.; Mills, Annette M.**	218	48	170	Information and Management	A Model of Internet Adoption by SMEs	2001
31	**Nam, Kichan**; Rajagopalan, S; Rao, HR; Chaudhury, A.	218	47	171	Communications of the ACM	A Two-level Investigation of Information Systems Outsourcing	1996
32	**Wang, Eric T.G.**; Seidmann, A	211	55	156	Management Science	Electronic Data Interchange - Competitive Externalities and Strategic Implementation Policies	1995
33	Nunamaker, J.F.; Dennis, A.R.; Valacich, J.S.; **Vogel, Douglas. R.**	209	64	145	Management Science	Information Technology for Negotiating Groups - Generating Options for Mutual Gain	1991
34	**Thong, James Y.L.**; **Yap, Chee-Sing**; **Raman, Krishnamurthy S.**;	204	53	151	Information Systems Research	Top Management Support, External Expertise and Information Systems Implementation in Small Businesses	1996
35	**Teo, Hock-Hai**; **Wei, Kwok-Kee**; Benbasat, I.	200	50	150	MIS Quarterly	Predicting Intention to Adopt Inter-organizational Linkages: An Institutional Perspective	2003
36	**Chau, Patrick Y.K.**	185	63	122	Decision Sciences	Reexamining a Model for Evaluating Information Center Success Using a Structural Equation Modeling Approach	1997

37	Igbaria, M; **Tan, Margaret**	180	45	135	Information and Management	The Consequences of Information Technology Acceptance on Subsequent Individual Performance	1997
38	Hill, T.; **O'Connor, Marcus**; Remus, W.	158	49	109	Management Science	Neural Network Models for Time Series Forecasts	1996
39	Keil, M; **Tan, Bernard C.Y.**; **Wei, Kwok-Kee**; Tuunainen, V.; Wassenaar, A.	155	53	102	MIS Quarterly	A Cross-Cultural Study on Escalation of Commitment Behavior in Software Projects	2000

[a]: Retrieved on October 2008. [b]: Retrieved on November 2008.

Note: Names in bold are Authors with full-time affiliation with a university in the Pacific Asia region.

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