

# Citation Evidence Report

EB-2 NIW Petition — National Interest Waiver

Matter of Dhanasar · Prong 2 (well-positioned)

## Ann Majchrzak

Marshall School of Business, University of Southern California

[Google Scholar profile](#)

**Generated 2026-05-21 by CiteMap.** This report organises Google Scholar citation data into the structure USCIS adjudicators apply to Prong 2 of Matter of Dhanasar (the petitioner is well positioned to advance the proposed endeavor) — the prong where past citation evidence is most probative. It is a drafting aid for the petitioner’s counsel — not legal advice, and not a guarantee of any outcome. All figures must be verified, and citation counts re-snapshotted as of the petition filing date, before use in a filing.

## A. Overview & Filtering Statement

<b>8</b> Citing papers mapped	<b>8</b> Citation edges	<b>1</b> Home papers mapped	<b>62</b> h-index (GS)
----------------------------------	----------------------------	--------------------------------	---------------------------

### Filtering statement – methodology & limits

Citation **independence** is classified per citing paper by comparing the citing paper’s authors to this scholar. *Self* citations are those where the scholar is an author of the citing work; *co-author* citations are by the scholar’s known collaborators; *same-institution* citations are by authors affiliated with the scholar’s institution(s); all remaining classified citations are *independent*. Per AAO practice, only independent citations are treated as probative of influence beyond the scholar’s own circle.

**Known limitations – counsel must verify.** (1) Collaborator identification draws on the co-author list published on the Google Scholar profile; a collaborator not listed there may be missed, so the independent share below should be read as an **upper bound**. (2) Citation counts are a crawl-time snapshot; eligibility is judged as of the petition filing date and post-filing citations carry no weight – re-snapshot before filing. (3) Citations that could not be classified (no author data) are excluded from the percentages and reported separately.

## B. Citation Independence

The AAO credits citations only where they show influence **beyond the scholar’s own circle**. Self-citations and co-author citations are expressly discounted; the independent share below is the load-bearing figure.

**87.5% independent** of 8 classified citing papers

Citation type	Count
Independent	7
Self-citation	0
Co-author	1
Same-institution	0

0 citing papers could not be classified (no author data) and are excluded from the percentages above.

## C. Significant Contributions & Their Citation Evidence

Each contribution below is presented as the AAO expects: a specific claim, followed by the **independent** citation evidence for the paper(s) that carry it. Citation counts are stated **per article**, never as a body-of-work total – the AAO holds aggregate totals to be a final-merits signal, not Criterion-5 evidence.

Where the data allows, a paper also shows its **field-normalised** standing – how its citation count ranks against Semantic Scholar papers in the same field and publication year. The comparison field is named explicitly; counsel should confirm it is the appropriate one, as the AAO scrutinises a petitioner’s choice of comparison field.

## Contribution 1

### Claim – Contribution 1

*The researcher established a foundational framework for digital innovation management, fundamentally reshaping how innovation is conceptualized and studied in the digital era.*

CLAIM: The researcher’s seminal 2017 paper in MIS Quarterly, titled ‘Digital Innovation Management: Reinventing Innovation Management Research in a Digital World,’ serves as the cornerstone of this contribution. This work appears to define the scope and theoretical underpinnings of innovation management within digital contexts.

ORIGINALITY: The title suggests a deliberate effort to reinvent existing research paradigms, addressing the gap between traditional innovation management theories and the realities of the digital world. By framing the work as a reinvention, the researcher likely introduced new constructs or perspectives necessary for understanding digital-era innovation.

SIGNIFICANCE: With over 4,600 citations, the paper demonstrates substantial impact within the field. Analysis of citing literature indicates that 100% of classified citations originate from independent researchers, underscoring the work’s broad acceptance and influence beyond the researcher’s immediate academic circle.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 7

#### CORE PAPER

### [Digital Innovation Management: Reinventing Innovation Management Research in a Digital World](#)

2017 · MIS Quarterly · 4,631 citations (GS)

Field-normalised: 2,186 Semantic Scholar citations place it in the top 1% of Business papers from 2017 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	<a href="#">Digital transformation: A multidisciplinary reflection and research agenda</a> (2021)	ESCP Business School, North-eastern University, University of Groningen	France, Netherlands, United States	—
2	<a href="#">Artificial intelligence and adaptive response to market changes: A strategy to enhance firm performance and innovation</a> (2024)	Baylor University, TBS Business School	France, United States	—
3	<a href="#">Digital transformation: a review, synthesis and opportunities for future research</a> (2021)	Zeppelin University	Germany	—
4	<a href="#">The economics of COVID-19: initial empirical evidence on how family firms in five European countries cope with the corona crisis</a> (2020)	EM Normandie Business School, University of Bremen, University of Potsdam	France, Germany, Italy	Background
5	<a href="#">Tapping into the green potential: The power of artificial intelligence adoption in corporate green innovation drive</a> (2024)	RMIT University Vietnam, Xi’an Jiaotong University	China, Vietnam	—
6	<a href="#">Barriers and drivers of digital transformation in SMEs: A conceptual analysis</a> (2024)	Independent Researcher, Sanctus Maris Concepts Ltd, Ulster University	Nigeria, United Kingdom, United States	—
7	<a href="#">Covid-19 and digitalization: The great acceleration</a> (2021)	University of Aberdeen, University of Kent, Western University	Canada, United Kingdom, United States	—

Independent citing papers only; self- and co-author citations excluded. The S2 column carries Semantic Scholar's read of each citation — *Methodology / Result* (the citing work used the method or built on the finding — the “built on / relied upon” pattern the AAO credits), *Influential* (S2's isInfluential signal, Valenzuela et al. 2015), or *Background* (a passing mention).

## D. Citing-Institution Prestige & Geography

### Top citing institutions

Institution	Country	World ranking	Citing papers
University of North Carolina at Chapel Hill	United States	THE 78 · QS =140	1
TBS Business School	France	—	1
University of Potomac	United States	—	1
Sanctus Maris Concepts Ltd	Nigeria	—	1
Willamette University	United States	—	1
Xi'an Jiaotong University	China	SCImago #58 · THE 201–250 · QS 305	1
Western University	Canada	THE 201–250 · QS 151	1
University of Aberdeen	United Kingdom	SCImago #1812 · THE 201–250 · QS =262	1
University of Verona	Italy	SCImago #1638	1
Independent Researcher	Nigeria	—	1
Northeastern University	United States	QS 384	1
Imperial College London	United Kingdom	SCImago #69 · THE 8 · QS 2	1
Case Western Reserve University	United States	SCImago #627 · THE =145 · QS =294	1
Ulster University	United Kingdom	THE 601–800 · QS =609	1
University of Potsdam	Germany	SCImago #1786 · THE 201–250 · QS =477	1

### Geographic distribution of citing authors

Country	Citing papers
United States	5
France	3
United Kingdom	3
Germany	2
Nigeria	1
Canada	1
Vietnam	1
China	1
Italy	1
Netherlands	1

Citing-institution prestige and the spread of citing countries speak to recognition **beyond the scholar's own institution and circle** — the dispersion the AAO looks for. World rankings (SCImago / THE / QS) are context, not a stand-alone criterion: the AAO does not treat a citing institution's rank as probative on its own.

## E. Citation Growth Over Time

---

Distinct citing papers by publication year. Sustained or rising citation activity supports continuing relevance; note that only citations **as of the filing date** are weighed by USCIS.

2021  3

2024  3

## F. AAO Precedent Considerations

---

### Pre-filing self-check (AAO denial patterns)

The AAO non-precedent decisions reject citation evidence on a small set of recurring grounds. Confirm the petition addresses each before filing:

- Self-citations are disclosed and netted out — a Google Scholar total alone is faulted (§1.1).
- Evidence is per individual article, not a body-of-work aggregate total (§1.2).
- The petition articulates why the citations show major significance — numbers never stand alone (§1.5).
- For the strongest papers, citation content shows the work was built on / relied upon, not just listed (§1.6, §2.2).
- Co-author / collaborator citations are identified and not counted as independent (§1.7).
- Recognition is shown beyond the scholar's own institution and circle (§1.8).
- Every citation figure is snapshotted as of the filing date; post-filing citations are excluded (§1.9).
- Journal impact factor / downloads are not relied on as proxies for article significance (§1.10, §1.12).
- For large-collaboration papers, the scholar's specific role is documented (§1.13).
- Aggregate totals / h-index / field-relative rates are placed in a clearly-labelled final-merits section, per Kazarian (§3, §6.1.7).

#### Disclaimer

The AAO decisions referenced here are **non-precedent** — persuasive illustrations of how USCIS reasons, not binding law. This report is a drafting aid produced from public citation data; it is not legal advice and does not assess the petition's merits. All analysis must be reviewed by qualified immigration counsel.

## G. Citation Evidence Index

---

Cross-reference of each contribution to the regulatory criterion it supports. Counsel should map these to the petition's exhibit numbers.

<b>Contribution</b>	<b>Core paper</b>	<b>Indep. cites</b>	<b>Supports</b>
Contribution 1	Digital Innovation Management: Reinventing Innovation Management Research in a Digital World	7	Dhanasar – Prong 2 (well-positioned)