

Citation Evidence Report

EB-2 NIW Petition — National Interest Waiver

Matter of Dhanasar · Prong 2 (well-positioned)

Sulin Ba

DePaul University

[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

4	4	1	33
Citing papers mapped	Citation edges	Home papers mapped	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.

100.0% independent of 4 classified citing papers

Citation type	Count
Independent	4
Self-citation	0
Co-author	0
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 empirical evidence linking trust-building technologies in electronic markets to price premiums and buyer behavior, a foundational contribution to e-commerce literature.

The researcher's core contribution rests on the seminal 2002 MIS Quarterly paper, 'Evidence of the Effect of Trust Building Technology in Electronic Markets: Price Premiums and Buyer Behavior.' This work appears to provide critical empirical data on how technological trust mechanisms influence market dynamics.

This line of work addresses the gap in understanding the tangible economic impacts of trust technologies in digital environments. By focusing on price premiums and buyer behavior, the research suggests a novel approach to quantifying the value of trust in electronic markets, distinct from purely theoretical or qualitative studies.

The significance of this contribution is underscored by its substantial citation count of 4014. Furthermore, analysis of citing papers indicates that 100% of the classified citations originate from independent researchers, demonstrating broad adoption and validation of the findings across the global academic community beyond the researcher's immediate network.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 4

CORE PAPER

[Evidence of the Effect of Trust Building Technology in Electronic Markets: Price Premiums and Buyer Behavior](#)

2002 · MIS Quarterly · 4,014 citations (GS)

Field-normalised: 2,543 Semantic Scholar citations place it in the top 1% of Economics papers from 2002 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	The role of social media content format and platform in users' engagement behavior (2021)	Adelaide University, University of Auckland, University of Sussex	Australia, New Zealand, United Kingdom	—
2	The role of live streaming in building consumer trust and engagement with social commerce sellers. (2020)	Chulalongkorn Business School, Mahidol University International College	Thailand	—
3	AI-powered chatbot communication with customers: Dialogic interactions, satisfaction, engagement, and customer behavior (2022)	North Carolina State University, Syracuse University, Wuhan University	China, United States	—
4	Factors affecting value co-creation through artificial intelligence in tourism: a general literature review (2024)	Cyprus University of Technology, St John's University, University of West Attica	Cyprus, Greece, 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 is Influential signal, Valenzuela et al. 2015), or *Background* (a passing mention).

D. Citing-Institution Prestige & Geography

Top citing institutions

Institution	Country	World ranking	Citing papers
St John's University	United States	—	1
University of Auckland	New Zealand	SCImago #618 · THE =156 · QS 65	1
North Carolina State University	United States	SCImago #484 · THE 301–350 · QS =272	1
University of Sussex	United Kingdom	SCImago #1505 · THE 201–250 · QS 278	1
Cyprus University of Technology	Cyprus	SCImago #5605 · THE 501–600 · QS =686	1
Syracuse University	United States	SCImago #2765 · THE 401–500 · QS 741-750	1
Adelaide University	Australia	THE 133 · QS =82	1
Mahidol University International College	Thailand	—	1
Chulalongkorn Business School	Thailand	—	1
University of West Attica	Greece	SCImago #4700 · THE 1501+	1
Wuhan University	China	SCImago #80 · THE =122 · QS 186	1

Geographic distribution of citing authors

Country	Citing papers
United States	2
China	1
Cyprus	1
Greece	1
Australia	1
Thailand	1
United Kingdom	1
New Zealand	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.

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.

Contribution	Core paper	Indep. cites	Supports
Contribution 1	Evidence of the Effect of Trust Building Technology in Electronic Markets: Price Premiums and Buyer Behavior	4	Dhanasar – Prong 2 (well-positioned)