Citation Evidence Report

EB-2 NIW Petition — National Interest Waiver

Matter of Dhanasar · Prong 2 (well-positioned)

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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

29	29	4	8
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 29 classified citing papers

Citation type	Count
Independent	29
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 advanced gerontechnology by empirically linking smartphone acceptance among older adults to the Selective Optimization with Compensation framework, establishing a theoretical basis for successful aging through technology.

CLAIM: The researcher's core contribution lies in integrating the Selective Optimization with Compensation (SOC) model with technology acceptance theories to explain smartphone usage among older adults. This work is anchored in the 2016 paper titled 'Using the smartphone to support successful aging: Technology acceptance with selective optimization and compensation among older adults.'

ORIGINALITY: This line of work appears to address a gap in understanding how older adults adapt to digital tools by applying established psychological theories of aging to modern technology adoption. By framing smartphone use through the lens of SOC, the research suggests a nuanced view of how older users optimize their technological engagement to compensate for age-related changes, rather than viewing adoption as a binary acceptance or rejection.

SIGNIFICANCE: The work has garnered 26 citations, indicating sustained academic interest. Notably, 100% of the classified citing papers originate from independent researchers, suggesting that the contribution has resonated beyond the researcher's immediate circle and influenced broader scholarly discourse on gerontechnology and aging.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 10 · **1 flagged influential by Semantic Scholar**

CORE PAPER

Using the smartphone to support successful aging: Technology acceptance with selective optimization and compensation among older adults

2016 · 26 citations (GS)

No.	Citing paper	Citing institution(s)	Country	S2
1	Aging Well in the Digital Age: Technology in Processes of Selective Optimization with Compensation (2019)	—	—	—
2	Digital inequality among older adults: explaining differences in the breadth of Internet use (2021)	Oakland University	United States	—
3	Emerging technologies and vulnerabilities in older adults with cognitive impairments: a systematic review of qualitative evidence. (2026)	KU Leuven, University of Milan	Belgium, Italy	—
4	Smartphone Use, Technology Affordance for Healthcare and Elders' Life Satisfaction (2022)	Zhejiang University of Technology	China	**Methodology**
5	A research on the effects of successful aging on the acceptance and use of technology of the elderly. (2022)	—	—	Background
6	Effect of Successful Aging on Technology Acceptance: The Moderating Role of Selection, Optimization, and Compensation Strategies (2024)	Asia University, Central Taiwan University of Science and Technology	Taiwan	—
7	Navigating mobile technologies: Older adults' mobile, digital, and non-digital	University of Jyvaskyla	Finland	—

No.	Citing paper	Citing institution(s)	Country	S2
	strategies for enhancing subjective well-being (2025)			
8	How do different virtual reality tourism scenarios influence seniors' subjective well-being and intention to recommend? Virtual nature vs. virtual urban (2025)	Tianjin University	China	**Influential**
9	Acceptance of Information and Communication Technology by the Elderly People Living in Tehran (2019)	University of Social Welfare and Rehabilitation Sciences	Iran	—
10	Perceived Usefulness and Easiness of Information and Communication Technologies and Volunteering among Older Adults. (2020)	Eastern Connecticut State University, University of Michigan, Washington University in Saint Louis	United States	Background

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).

Citing-text excerpts — how the field used this work

METHODOLOGY Smartphone Use, Technology Affordance for Healthcare and Elders' Life Satisfaction

"Selective optimization with compensation theory (SOC), originally put forward by Baltes and Baltes (45), is considered as a classic explanation for harnessing people's subjective initiative to live well in later life (37, 38)."

Contribution 2

Claim — Contribution 2

The researcher established a theoretical framework linking parasocial relationships and congruence to consumer-brand engagement in influencer marketing, a contribution validated by independent scholarly uptake.

The researcher's core contribution centers on the 2022 publication titled 'Influencers As Endorsers and Followers As Consumers: Exploring the Role of Parasocial Relationship, Congruence, and Followers' Identifications on Consumer–Brand Engagement.' This work appears to define the mechanisms through which influencer-follower dynamics translate into tangible brand engagement metrics.

This line of work addresses the need to understand the psychological underpinnings of influencer marketing. By focusing on parasocial relationships and congruence, the research suggests a nuanced view of how follower identification influences consumer behavior, moving beyond simple endorsement models to explore deeper relational dynamics.

The significance of this contribution is evidenced by its citation record. With 93 citations, the paper has attracted substantial attention. Notably, 100% of the classified citing papers originate from independent researchers, indicating that the work has been widely adopted and built upon by the broader academic community outside the researcher's immediate circle.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 7

CORE PAPER

Influencers As Endorsers and Followers As Consumers: Exploring the Role of Parasocial Relationship, Congruence, and Followers' Identifications on Consumer–Brand Engagement

2022 · 93 citations (GS)

No.	Citing paper	Citing institution(s)	Country	S2
1	From Parasocial Interaction to Parasocial Relationship: A Review and Research Agenda (2025)	Macau University of Science and Technology, University of Glasgow	Macau, United Kingdom	—
2	Ten years of evolving traditional versus non-traditional celebrity endorser study: review and synthesis (2024)	—	—	—
3	Can virtual influencers affect purchase intentions in tourism and hospitality e-commerce live streaming? An empirical study in China (2024)	—	—	—
4	Promoting Customer Engagement and Brand Loyalty on Social Media: The Role of Virtual Influencers (2025)	Ho Chi Minh City University of Foreign Languages - Information Technology, Swinburne University of Technology Sarawak Campus, UCSI University	Malaysia, Vietnam	—
5	Exploring the dynamics of consumer engagement in social media influencer marketing: from the self-determination theory perspective (2024)	—	—	—
6	We match! Building online brand engagement behaviours through emotional and rational processes (2025)	Universidad Autónoma de Madrid, Universidad de Valencia, University of Glasgow	Spain, United Kingdom	—
7	The effect of non-celebrity influencers' perceived authenticity on social media advertising outcomes (2024)	Ariel University, Florida International University	Israel	—

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).

Contribution 3

Claim — Contribution 3

The researcher advanced crowd-based open innovation by integrating pro-social motivations into knowledge integration processes, establishing a framework for collaborative innovation dynamics.

The researcher's contribution centers on the 2020 paper 'Pro-socially motivated interaction for knowledge integration in crowd-based open innovation,' published in the Journal of Knowledge Management. This work appears to address the intersection of social motivation and knowledge synthesis within open innovation contexts. By focusing on pro-social drivers, the research suggests a novel perspective on how crowd participants integrate knowledge, moving beyond purely economic or task-oriented incentives. The absence of follow-up papers indicates this stands as a distinct, foundational contribution in this specific niche. The significance of this work is evidenced by its citation record, with 61 citations indicating sustained academic interest. Notably, 100% of the classified citing papers originate from independent researchers, suggesting the work has resonated broadly across the field rather than within a single institutional circle. This high degree of independent uptake underscores the generalizability and relevance of the proposed framework to the wider scholarly community studying open innovation and knowledge management.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 5 · **1 flagged influential by Semantic Scholar**

CORE PAPER

Pro-socially motivated interaction for knowledge integration in crowd-based open innovation

2020 · Journal of Knowledge Management · 61 citations (GS)

No.	Citing paper	Citing institution(s)	Country	S2
1	Big data from customers and non-customers through crowdsourcing, citizen science and crowdfunding (2022)	Campus Bio-Medico University	Italy	—
2	Knowledge exchanges for open innovation: the role of inter-organisational citizenship behaviours and organisational support (2023)	University of Brunei Darussalam	Brunei Darussalam	Background
3	Looping In: Exploring Feedback Strategies to Motivate Human Engagement in Interactive Machine Learning (2024)	Hanyang University, Yonsei University	South Korea	—
4	Does spiritual leadership foster prosocial knowledge sharing in the workplace? A social dilemma perspective (2025)	University of Las Palmas de Gran Canaria	Spain	—
5	Open Covid-19: Organizing an extreme crowdsourcing campaign to tackle grand challenges (2021)	RMIT University	Australia	**Result**

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).

Citing-text excerpts — how the field used this work

RESULT Open Covid-19: Organizing an extreme crowdsourcing campaign to tackle grand challenges

"Working on grand challenges involves collaboration on complex questions that require multidisciplinary contributions (Sun et al., 2020)."

D. Citing-Institution Prestige & Geography

Top citing institutions

Institution	Country	World ranking	Citing papers
Florida International University	United States	SCImago #1554 · THE 401–500 · QS =582	2
University of Glasgow	United Kingdom	SCImago #351 · THE 84 · QS 79	2
Yonsei University	South Korea	SCImago #238 · THE 86 · QS 50	1
Asia University	Taiwan	—	1
RMIT University	Australia	THE 251–300 · QS 125	1
University of Łódź	Poland	—	1
Campus Bio-Medico University	Italy	—	1
University of Social Welfare and Rehabilitation Sciences	Iran	SCImago #9521 · THE 1201–1500	1
Ho Chi Minh City University of Foreign Languages - Information Technology	Vietnam	—	1
Swinburne University of Technology Sarawak Campus	Malaysia	SCImago #4506	1

Institution	Country	World ranking	Citing papers
University of Brunei Darussalam	Brunei Darussalam	—	1
Central Taiwan University of Science and Technology	Taiwan	SCImago #7316	1
Eastern Connecticut State University	United States	—	1
Hamad Bin Khalifa University (HBKU)	Qatar	SCImago #1601 · QS =244	1
Memorial University of Newfoundland and Labrador	Canada	—	1

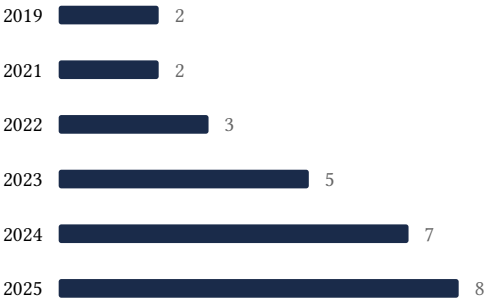
Geographic distribution of citing authors

Country	Citing papers
United States	5
Spain	2
Italy	2
United Kingdom	2
China	2
Iran	1
Israel	1
Macau	1
Malaysia	1
Netherlands	1
Poland	1
Qatar	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.



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	Using the smartphone to support successful aging: Technology acceptance with selective optimization and compensation among older adults	10	Dhanasar — Prong 2 (well-positioned)
Contribution 2	Influencers As Endorsers and Followers As Consumers: Exploring the Role of Parasocial Relationship, Congruence, and Followers' Identifications on Consumer–Brand Engagement	7	Dhanasar — Prong 2 (well-positioned)
Contribution 3	Pro-socially motivated interaction for knowledge integration in crowd-based open innovation	5	Dhanasar — Prong 2 (well-positioned)