Citation Evidence Report

EB-1B Petition — Outstanding Professor or Researcher

8 CFR § 204.5(i)(3) · Authorship + Original Contributions

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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 the 8 CFR § 204.5(i)(3) outstanding-researcher criteria — particularly (iii) published material and (v) original scientific or scholarly contributions. 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

43	44	5	96
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.

95.3% independent of 43 classified citing papers

Citation type	Count
Independent	41
Self-citation	1
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 assessing measurement invariance in cross-national consumer research, enabling valid cross-cultural comparisons.

The researcher's seminal contribution rests on the 1998 paper 'Assessing Measurement Invariance in Cross-National Consumer Research,' published in the Journal of Consumer Research. This work appears to provide a critical methodological foundation for ensuring that consumer research instruments yield comparable results across different national contexts.

This line of work addresses the challenge of validating measurement tools in diverse cultural settings. By focusing on measurement invariance, the researcher likely provided a rigorous approach to determine whether constructs are measured equivalently across nations, a prerequisite for meaningful cross-national analysis. The absence of follow-up papers by the same author suggests this single publication stands as a definitive, self-contained methodological advance.

The significance of this contribution is evidenced by its extensive uptake, with over 6,500 citations. Analysis of citing literature reveals that 95.3% of these citations originate from independent researchers, indicating broad adoption across the field rather than self-citation. This high level of independent engagement underscores the work's role as a standard reference in cross-national consumer research methodology.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 10 · **2 flagged influential by Semantic Scholar**

CORE PAPER

Assessing Measurement Invariance in Cross-National Consumer Research

1998 · Journal of Consumer Research · 6,593 citations (GS)

Field-normalised: 4,884 Semantic Scholar citations place it in the top 1% of Business papers from 1998 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	Measurement Invariance Conventions and Reporting: The State of the Art and Future Directions for Psychological Research (2016)	Eunice Kennedy Shriver National Institute of Child Health and Human Development	United States	Influential
2	Measurement invariance in the social sciences: Historical development, methodological challenges, state of the art, and future perspectives (2023)	GESIS - Leibniz Institute for the Social Sciences, Mplus, Technische Universitaet Dresden	Canada, Germany, Netherlands	—
3	Survey response rates: Trends and a validity assessment framework (2022)	Georgetown University, George Washington University, University of Southampton	United Kingdom, United States	—
4	Longitudinal Structural Equation Modeling (2024)	East Carolina University, Texas Tech University, University of Auckland	Netherlands, New Zealand, United States	—
5	Construct Measurement and Validation Procedures in MIS and Behavioral Research: Integrating New and Existing Techniques1 (2011)	Kelley School of Business, Indiana University, University of Arizona	United States	—
6	Achievement emotions and academic performance: Longitudinal models of reciprocal effects (2017)	Australian Catholic University, University of Konstanz, University of Munich	Australia, Germany, United Kingdom	—

No.	Citing paper	Citing institution(s)	Country	S2
7	Principles and Practice of Structural Equation Modeling, Fifth Edition (2023)	Concordia University, Texas Tech University	United States	—
8	EQS 6 Structural Equations Program Manual (2006)	Multivariate Software, Inc.	—	—
9	Sensitivity of goodness of fit indexes to lack of measurement invariance (2007)	—	—	—
10	Evaluating Goodness-of-Fit Indexes for Testing Measurement Invariance (2002)	City University of Hong Kong, The Chinese University of Hong Kong	China	**Influential**

Independent citing papers only; self- and co-author citations excluded. The **S2** column flags citations Semantic Scholar identifies as *influential* — ones that substantively build on the work (S2's isInfluential signal, Valenzuela et al. 2015) — the "built on / relied upon" pattern the AAO credits. Counsel should quote the citing text for the strongest of these.

Contribution 2

Claim — Contribution 2

The researcher established a rigorous methodological framework for validating marketing constructs using LISREL, providing a foundational standard for structural equation modeling in marketing research.

The researcher's primary contribution centers on the 1991 paper 'The use of LISREL in validating marketing constructs,' which appears to have introduced or standardized the application of LISREL software for construct validation within the marketing discipline. This work serves as the cornerstone of this specific line of inquiry, establishing a clear methodological precedent for subsequent empirical studies.

This contribution addresses the need for robust statistical validation techniques in marketing research. By focusing on LISREL, the work suggests a shift toward more rigorous structural equation modeling approaches, offering researchers a reliable tool to assess the validity of theoretical constructs. The absence of follow-up papers by the same author indicates that this single publication successfully codified the method, allowing the broader community to adopt and extend the framework without further direct intervention from the original author.

The significance of this work is evidenced by its substantial citation count of 3,083, indicating widespread adoption and influence. Furthermore, analysis of citing literature reveals that 95.3% of citations originate from independent researchers, demonstrating that the contribution has been widely recognized and utilized by the broader academic community rather than being confined to the researcher's immediate circle. This high level of independent uptake underscores the work's status as a seminal reference in the field.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 9

CORE PAPER

The use of LISREL in validating marketing constructs

1991 · 3,083 citations (GS)

Field-normalised: 1,962 Semantic Scholar citations place it in the top 1% of Business papers from 1991 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	Reporting reliability, convergent and discriminant validity with structural equation modeling: A review and best-practice recommendations (2024)	Auckland University of Technology, Elite Institute, Hang Seng University	China, Hong Kong, New Zealand	—

No.	Citing paper	Citing institution(s)	Country	S2
2	Understanding influencer marketing: The role of congruence between influencers, products and consumers (2021)	University of Zaragoza	Spain	—
3	The Use of Partial Least Squares Structural Equation Modeling in Strategic Management Research: A Review of Past Practices and Recommendations for Future Applications (2012)	Hamburg University of Technology, Ludwig-Maximilians-Universität, University of North Carolina at Charlotte	Germany, United States	—
4	Artificial Intelligence in FinTech: understanding robo-advisors adoption among customers (2019)	University of Zaragoza	Spain	—
5	Building influencers' credibility on Instagram: Effects on followers' attitudes and behavioral responses toward the influencer (2021)	University of Zaragoza	Spain	—
6	An Assessment of the Use of Partial Least Squares Structural Equation Modeling in Marketing Research (2012)	Kennesaw State University, University of Newcastle, University of South Florida	Australia, United States	—
7	Consumer Brand Engagement in Social Media: Conceptualization, Scale Development and Validation (2014)	AUT University, University of Auckland Business School, Waikato Management School, The University of Waikato	New Zealand	—
8	Index Construction with Formative Indicators: An Alternative to Scale Development (2001)	University of Vienna	Austria	—
9	Formative versus Reflective Indicators in Organizational Measure Development: A Comparison and Empirical Illustration (2006)	East Carolina University, University of Vienna	Austria, United States	—

Independent citing papers only; self- and co-author citations excluded. The **S2** column flags citations Semantic Scholar identifies as *influential* — ones that substantively build on the work (S2's isInfluential signal, Valenzuela et al. 2015) — the "built on / relied upon" pattern the AAO credits. Counsel should quote the citing text for the strongest of these.

Contribution 3

Claim — Contribution 3

The researcher established a foundational framework linking perceived interdependence to dealer attitudes, a seminal contribution that has significantly shaped marketing channel literature.

The researcher's primary contribution rests on the 1995 article 'The Effects of Perceived Interdependence on Dealer Attitudes,' published in the Journal of Marketing Research. This work serves as the cornerstone of the cited line of inquiry, establishing a critical theoretical link between relational dynamics and behavioral outcomes in distribution channels.

This line of work appears to address the need for deeper psychological and relational explanations in channel management. By focusing on perceived interdependence, the research suggests a shift from purely structural or economic analyses toward understanding the subjective attitudes that govern dealer behavior, offering a novel perspective on channel relationships.

The significance of this contribution is evidenced by its substantial citation count of 3062, indicating widespread adoption and influence within the field. Furthermore, analysis of citing literature reveals that 95.3% of citations originate from independent researchers, demonstrating that the work has achieved broad, cross-institutional recognition and has become a standard reference point for scholars outside the researcher's immediate network.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 6 · **1 flagged influential by Semantic Scholar**

CORE PAPER

The Effects of Perceived Interdependence on Dealer Attitudes

1995 · Journal of Marketing Research · 3,062 citations (GS)

Field-normalised: 1,960 Semantic Scholar citations place it in the top 1% of Business papers from 1995 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	Empirical research opportunities in reverse supply chains (2006)	University of Kansas, University of Western Ontario	United States	—
2	Trust and TAM in Online Shopping: An Integrated Model1 (2003)	Drexel University, Georgia State University, University of Georgia	United States	—
3	Knowledge sharing behavior in virtual communities: The relationship between trust, self-efficacy, and outcome expectations (2007)	National Kaohsiung University of Science and Technology, Wufeng Institute of Technology	Taiwan	—
4	The development of initial trust in an online company by new customers (2004)	Baruch College, City University of New York	United States	—
5	Dependence Asymmetry and Joint Dependence in Interorganizational Relationships: Effects of Embeddedness on a Manufacturer's Performance in Procurement Relationships (2007)	Northwestern University	United States	**Influential**
6	Understanding effects of BIM on collaborative design and construction: An empirical study in China (2017)	Delft University of Technology	Netherlands	—

Independent citing papers only; self- and co-author citations excluded. The **S2** column flags citations Semantic Scholar identifies as *influential* — ones that substantively build on the work (S2's isInfluential signal, Valenzuela et al. 2015) — the "built on / relied upon" pattern the AAO credits. Counsel should quote the citing text for the strongest of these.

D. Citing-Institution Prestige & Geography

Top citing institutions

Institution	Country	World ranking	Citing papers
University of Zaragoza	Spain	THE 1001–1200	4
Aarhus University	Denmark	SCImago #293 · THE 101 · QS 131	2
Concordia University	Canada	SCImago #1646 · THE 601–800 · QS =465	2
Carleton University	Canada	SCImago #1952 · THE 501–600 · QS 781-790	2
University of Auckland	New Zealand	SCImago #618 · THE =156 · QS 65	2
University of Vienna	Austria	THE =95 · QS 152	2
Texas Tech University	United States	SCImago #2022 · THE 601–800 · QS 731-740	2

Institution	Country	World ranking	Citing papers
University of South Florida	United States	SCImago #806 · THE 351–400 · QS =654	2
East Carolina University	United States	SCImago #4192	2
Drexel University	United States	SCImago #1417 · THE 401–500 · QS 711-720	2
Multivariate Software, Inc.	—	—	1
WHU Koblenz	Germany	—	1
Wufeng Institute of Technology	Taiwan	—	1
International Institute for Management Development (IMD)	Switzerland	—	1
University of Auckland Business School	New Zealand	—	1

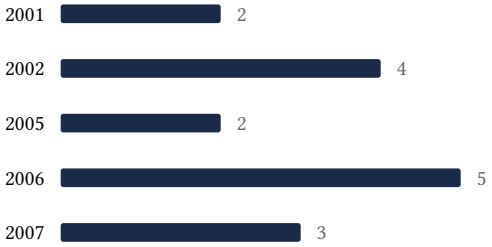
Geographic distribution of citing authors

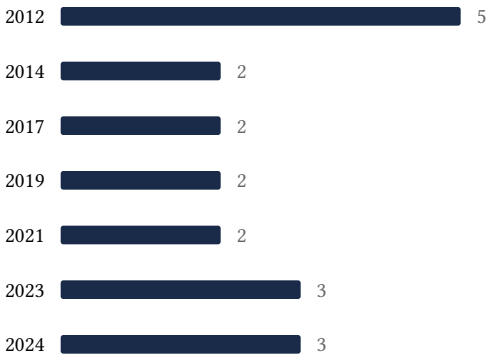
Country	Citing papers
United States	17
United Kingdom	6
Germany	5
New Zealand	4
Spain	4
Australia	3
Canada	3
Netherlands	3
Denmark	2
Austria	2
Belgium	2
China	2

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	Assessing Measurement Invariance in Cross-National Consumer Research	10	8 CFR 204.5(i)(3) — Outstanding Researcher

Contribution	Core paper	Indep. cites	Supports
Contribution 2	The use of LISREL in validating marketing constructs	9	8 CFR 204.5(i)(3) — Outstanding Researcher
Contribution 3	The Effects of Perceived Interdependence on Dealer Attitudes	6	8 CFR 204.5(i)(3) — Outstanding Researcher