

Citation Evidence Report

EB-2 NIW Petition — National Interest Waiver

Matter of Dhanasar · Prong 2 (well-positioned)

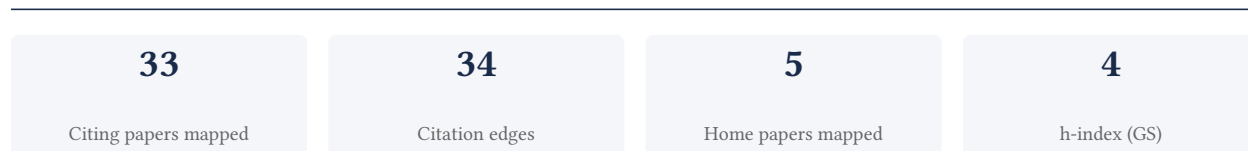
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[Google Scholar profile](#)

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



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.

82.6% independent of 23 classified citing papers

Citation type	Count
Independent	19
Self-citation	4
Co-author	0
Same-institution	0

10 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 the theory of planned behavior in green cosmetics by integrating perceived quality and environmental consciousness to explain purchasing intentions.

The researcher's core contribution rests on a 2022 study examining purchasing intentions for green cosmetics through the lens of the theory of planned behavior. This work specifically investigates the roles of perceived quality and environmental consciousness, offering a nuanced framework for understanding consumer decision-making in sustainable markets.

This line of work appears to address the need for more comprehensive models that bridge psychological theories with specific product attributes in the green beauty sector. By focusing on perceived quality and environmental consciousness, the research suggests a move beyond generic behavioral models to capture the unique drivers of eco-friendly cosmetic consumption.

The significance of this contribution is evidenced by its citation record, with 49 citations indicating substantial engagement. Notably, 82.6% of these citations originate from independent researchers, suggesting that the work has resonated broadly across the academic community and influenced subsequent studies beyond the researcher's immediate circle.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 7

CORE PAPER

[Purchasing intention of green cosmetics using the theory of planned behavior: The role of perceived quality and environmental consciousness](#)

2022 · Expert Journal of Marketing 10 (1), 2022 · 49 citations (GS)

No.	Citing paper	Citing institution(s)	Country	S2
1	Publication trends and green cosmetics buying behaviour: A comprehensive bibliometric analysis	Dr. B. R. Ambedkar National Institute of Technology Jalandhar	India	—
2	Evolution of consumer perceptions and intentions in the green cosmetics market: a thematic and trend analysis	Taylor's University	Malaysia	—
3	What drives Generation Z to choose green apparel? Unraveling the impact of environmental knowledge, altruism and perceived innovativeness	IMS Ghaziabad-B School, Lund University	India, Sweden	—
4	Social Media Marketing Effort in Impacting the Intention of Purchase of Green Cosmetics by Indian Consumers	Bharathidasan University	India	—
5	Factors Influencing Purchase Intention of Bamboo, Rattan and Schizostachyum Aciculare Products Among Consumers: The Moderating Role of Self-Efficacy.	Industrial University of Ho Chi Minh City	Vietnam	Background
6	Exploring the impact of social media marketing, customer attitude, and engagement within the quality of review and review valence on customer purchase ...	Assumption University	Thailand	—
7	Examining the impact of argument quality and source credibility on consumers's™ be-	Hansraj College, IMS Ghaziabad-B School	India	—

No.	Citing paper	Citing institution(s)	Country	S2
	havioral intention toward green cosmetics: The moderating role of perceived ...			

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).

Contribution 2

Claim – Contribution 2

The researcher investigated the impact of pharmaceutical gifts on prescribing behavior in Jordan, providing empirical evidence on ethical conflicts in healthcare.

The researcher's contribution centers on the 2013 paper investigating the effect of pharmaceutical companies' gifts on doctors' prescribing behavior in Jordan. This work stands as a standalone core contribution, with no follow-up papers by the same researcher building directly upon it in the provided record.

This line of work appears to address a critical gap in understanding how commercial interactions influence clinical decision-making within specific regional contexts. By focusing on Jordan, the research offers a localized perspective on a global ethical concern, suggesting a novel examination of prescribing dynamics in that setting.

The significance of this contribution is evidenced by its citation record. With 13 citations, the work has attracted attention from the academic community. Notably, 82.6% of the citing papers are from independent researchers, indicating that the findings have resonated beyond the researcher's immediate circle and contributed to broader scholarly discourse on pharmaceutical ethics.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 7

CORE PAPER

[Investigating the effect of pharmaceutical companies' gifts on doctors' prescribing behavior in Jordan](#)

2013 · European Journal of Social Sciences 36 (4), 528-536, 2013 · 13 citations (GS)

No.	Citing paper	Citing institution(s)	Country	S2
1	Pharmaceutical marketing strategies' influence on physicians' prescribing pattern in Lebanon: ethics, gifts, and samples	—	—	Background
2	The effect of pharmaceutical companies' marketing mix strategies on physicians prescribing practices in Jordan: a cross-sectional study	Isra University, Sharif Eye Centers, Triumpharmacy Centre	Jordan	Background
3	Factors influencing the intention to buy over-the-counter medicines: empirical study	University of Jordan	Jordan	—
4	Characterizing the interaction between physicians, pharmacists and pharmaceutical representatives in a middle-income country: A qualitative study	American University of Beirut	Lebanon	—
5	The attitude and acceptability towards medical promotional tools and their influence on physicians' prescribing practices in Jordan and Iraq: a cross-sectional study	Isra University, King Abdulaziz University, King Faisal University	Jordan, Kuwait, Saudi Arabia	Background

No.	Citing paper	Citing institution(s)	Country	S2
6	The influence of direct-to-physician promotion towards physicians' prescription behaviour in Malaysia	International Islamic University Malaysia	Malaysia	—
7	Promotion of medicines in low-and middle-income countries	Boston University	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).

D. Citing-Institution Prestige & Geography

Top citing institutions

Institution	Country	World ranking	Citing papers
University of Debrecen- Faculty of Economics and Business	—	—	4
University of Miskolc	Hungary	SCImago #5605 · THE 1501+ · QS 1201-1400	3
Isra University	Jordan	SCImago #8686 · THE 801–1000	2
University of Jordan	Jordan	SCImago #2830 · THE 601–800 · QS =324	2
IMS Ghaziabad-B School	India	—	2
Al-Azhar University	Egypt	SCImago #4737 · THE 801–1000 · QS 1001-1200	1
Dr. B. R. Ambedkar National Institute of Technology Jalandhar	India	THE 1001–1200	1
Freie Universität Berlin	Germany	SCImago #733 · THE =113	1
International Islamic University Malaysia	Malaysia	SCImago #4293 · QS =613	1
King Faisal University	Saudi Arabia	SCImago #2254 · THE 601–800 · QS =648	1
Boston University	United States	SCImago #272 · THE =76 · QS =88	1
Kuwait University	Kuwait	SCImago #4749 · THE 1201–1500 · QS 781-790	1
Universitas Syiah Kuala	Indonesia	THE 1501+ · QS 1401+	1
South Valley University	Egypt	THE 1201–1500	1
Vellore Institute of Technology	India	—	1

Geographic distribution of citing authors

Country	Citing papers
Jordan	5
India	5
Hungary	4

Country	Citing papers
Malaysia	2
United States	2
Morocco	1
Netherlands	1
Saudi Arabia	1
Spain	1
Sweden	1
Thailand	1
Egypt	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	Purchasing intention of green cosmetics using the theory of planned behavior: The role of perceived quality and environmental consciousness	7	Dhanasar – Prong 2 (well-positioned)
Contribution 2	Investigating the effect of pharmaceutical companies' gifts on doctors' prescribing behavior in Jordan	7	Dhanasar – Prong 2 (well-positioned)