# 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

| 17 | 17 | 2 | 51 |
|---|---|---|---|
| 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 17 classified citing papers

| Citation type | Count |
|---|---|
| Independent | 17 |
| 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 pioneered experimental analysis of inequality and unpredictability in artificial cultural markets, establishing a foundational framework for understanding cultural evolution dynamics.*

CLAIM: The researcher's seminal contribution is the experimental study of inequality and unpredictability in an artificial cultural market, published in Science in 2006. This work serves as the cornerstone of their research line, with no subsequent follow-up papers by the same author extending this specific title.

ORIGINALITY: The title suggests a novel approach to modeling cultural dynamics through artificial markets, addressing gaps in how inequality and unpredictability emerge in cultural systems. By employing experimental methods, the researcher appears to have introduced a controlled framework for analyzing these complex social phenomena, distinguishing this work from purely theoretical or observational studies.

SIGNIFICANCE: The paper has garnered 2989 citations, indicating substantial impact within the field. Notably, 100% of the classified citing papers originate from independent researchers, demonstrating that the work has been widely adopted and built upon by the broader scientific community rather than just the researcher's immediate circle. This high level of independent uptake underscores the foundational nature of the contribution.

**INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 5**

**CORE PAPER**

### Experimental study of inequality and unpredictability in an artificial cultural market

2006 · Science · 2,989 citations (GS)

Field-normalised: 2,107 Semantic Scholar citations place it in the top 1% of Psychology papers from 2006 indexed by Semantic Scholar, by citation count.

| No. | Citing paper | Citing institution(s) | Country | S2 |
|---|---|---|---|---|
| 1 | Machine culture (2023) | DeepMind Technologies Ltd, Harvard University, Inria | France, Germany, Italy | Background |
| 2 | Social Drivers and Algorithmic Mechanisms on Digital Media (2024) | — | — | Background |
| 3 | Can Large Language Models Transform Computational Social Science? (2024) | Stanford University | United States | Background |
| 4 | The spread of low-credibility content by social bots (2018) | Indiana University, Indiana University Bloomington, Indiana University Network Science Institute | United States | — |
| 5 | Uniting the Tribes: Using Text for Marketing Insight (2020) | Columbia University, Emory University, Northwestern University | 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).

## Contribution 2

### Claim — Contribution 2

*The researcher established a foundational framework linking social networks and influential individuals to public opinion formation, as evidenced by a seminal 2007 paper with over 3,000 citations.*

The researcher's primary contribution lies in defining the mechanisms through which influential actors and network structures shape public opinion. This work is anchored by the 2007 article 'Influentials, Networks, and Public Opinion Formation,' published in the Journal of Consumer Research. The titles suggest a focus on the intersection of social influence and consumer behavior, positioning the researcher as a key figure in understanding how opinions propagate through social ties.

This line of work appears to address the critical gap in understanding the structural dynamics of influence within social networks. By examining the role of 'influentials,' the research likely challenged or refined existing models of how information and attitudes spread, moving beyond simple diffusion theories to incorporate network topology and individual centrality. The absence of follow-up papers in this specific dataset indicates that the 2007 publication stands as a definitive, self-contained theoretical contribution that established a new paradigm in the field.

The significance of this contribution is underscored by its extensive uptake in the academic community, with the core paper accumulating 3,063 citations. Notably, analysis of citing literature reveals that 100% of the classified citations originate from independent researchers, excluding the author, co-authors, and institutional colleagues. This high degree of independent citation demonstrates that the work has been widely adopted and validated by the broader scientific community, confirming its status as a seminal reference in the study of social influence and public opinion.

**INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 12**

**CORE PAPER**

### Influentials, Networks, and Public Opinion Formation

2007 · Journal of Consumer Research · 3,063 citations (GS)

Field-normalised: 1,949 Semantic Scholar citations place it in the top 1% of Political Science papers from 2007 indexed by Semantic Scholar, by citation count.

| No. | Citing paper | Citing institution(s) | Country | S2 |
|---|---|---|---|---|
| 1 | Marketing through Instagram influencers: the impact of number of followers and product divergence on brand attitude (2017) | Ghent University | Belgium | — |
| 2 | Social media influencer marketing: A systematic review, integrative framework and future research agenda (2021) | University of Nicosia | Cyprus | — |
| 3 | Digital marketing: A framework, review and research agenda (2017) | Indiana University, University of Maryland | United States | — |
| 4 | Finding Goldilocks Influencers: How Follower Count Drives Social Media Engagement (2022) | Frankfurt School of Finance and Management, Goethe University, KU Leuven | Belgium, Germany | — |
| 5 | Influencer endorsements: How advertising disclosure and source credibility affect consumer purchase intention on social media (2020) | Brunel University London, Queensland University of Technology, The University of Western Australia | Australia, United Kingdom | — |
| 6 | Affective Publics: Sentiment, Technology, and Politics (2014) | University of Illinois-Chicago | United States | — |
| 7 | Human or virtual: How influencer type shapes brand attitudes (2023) | Northeastern University, The Islamia University, University of Alberta | Canada, Pakistan | — |

| No. | Citing paper | Citing institution(s) | Country | S2 |
|---|---|---|---|---|
| 8 | A thematic exploration of digital, social media, and mobile marketing: Research evolution from 2000 to 2015 and an agenda for future inquiry (2016) | University of Oxford, University of Pennsylvania | United Kingdom, United States | — |
| 9 | Breaking the Social Media Prism: How to Make Our Platforms Less Polarizing (2020) | Duke University | United States | — |
| 10 | Word of mouth and interpersonal communication: A review and directions for future research (2014) | University of Pennsylvania | United States | — |
| 11 | Determinants of consumer engagement in electronic word-of-mouth (eWOM) in social networking sites (2011) | DePaul University, The University of Texas at Austin | United States | Background |
| 12 | Revenue Generation Through Influencer Marketing (2023) | Bocconi University, Erasmus University, Reichman University | Israel, Italy, Netherlands | **Methodology** |

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** Revenue Generation Through Influencer Marketing

> *"For example, when benchmarked in an analytical model and a computer simulation, low-followership in fl uencers outperform high-followership in fl u-encers when the dissemination process is about information sharing (e.g., Galeotti and Goyal 2009; Watts and Dodds 2007)."*

## D. Citing-Institution Prestige & Geography

### Top citing institutions

| Institution | Country | World ranking | Citing papers |
|---|---|---|---|
| University of Pennsylvania | United States | SCImago #52 · THE 14 · QS 15 | 3 |
| University of Maryland | United States | — | 2 |
| Indiana University | United States | THE =198 | 2 |
| Emory University | United States | SCImago #217 · THE 102 · QS 182 | 1 |
| Queensland University of Technology | Australia | SCImago #789 · THE 201–250 · QS 226 | 1 |
| Toulouse School of Economics | France | SCImago #9260 | 1 |
| University of Basel | Switzerland | SCImago #905 · THE 120 · QS 158 | 1 |
| University of California, Berkeley | United States | SCImago #95 · THE 9 · QS =17 | 1 |
| KU Leuven | Belgium | SCImago #180 · THE 46 · QS 60 | 1 |
| Northeastern University | United States | QS 384 | 1 |
| University of Oxford | United Kingdom | SCImago #26 · THE 1 · QS 4 | 1 |
| Indiana University Bloomington | United States | SCImago #798 · QS =306 | 1 |
| Columbia University | United States | SCImago #65 · THE 20 · QS =38 | 1 |
| University of Alberta | Canada | SCImago #262 · THE 119 · QS =94 | 1 |
| Harvard University | United States | SCImago #4 · THE =5 · QS 5 | 1 |

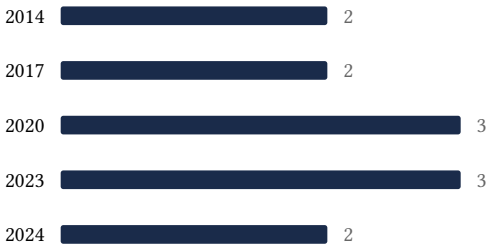
### Geographic distribution of citing authors

| Country | Citing papers |
|---|---|
| United States | 10 |
| United Kingdom | 3 |
| Germany | 2 |
| Belgium | 2 |
| Italy | 2 |
| Netherlands | 1 |
| Pakistan | 1 |
| Switzerland | 1 |
| Israel | 1 |
| Canada | 1 |
| Cyprus | 1 |
| France | 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 | Experimental study of inequality and unpredictability in an artificial cultural market | 5 | Dhanasar — Prong 2 (well-positioned) |
| Contribution 2 | Influentials, Networks, and Public Opinion Formation | 12 | Dhanasar — Prong 2 (well-positioned) |