

Citation Evidence Report

EB-2 NIW Petition — National Interest Waiver

Matter of Dhanasar · Prong 2 (well-positioned)

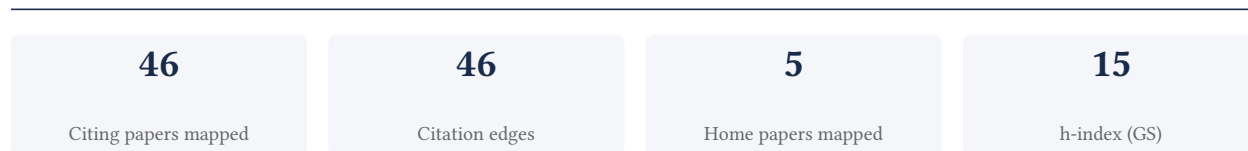
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[Google Scholar profile](#)

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.

91.3% independent of 46 classified citing papers

Citation type	Count
Independent	42
Self-citation	0
Co-author	4
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 the critical need for public education and regulatory frameworks regarding hookah smoking, a contribution validated by subsequent high-impact scientific statements from major health organizations.

The researcher's core contribution centers on identifying the urgent need for education and regulation concerning hookah smoking, as articulated in the 2011 paper 'Hubble Bubble Trouble' published in the Journal of Public Policy & Marketing. This work serves as the foundational claim for this line of inquiry, highlighting the public health implications of water pipe tobacco use.

This line of work appears to address a significant gap in public health policy and awareness regarding hookah smoking. By framing the issue as a 'trouble' requiring both education and regulation, the researcher likely challenged prevailing misconceptions about the safety of hookah. The subsequent 2019 publication in Circulation, a scientific statement from the American Heart Association, suggests that this initial policy-focused argument evolved into a broader, authoritative medical consensus on cardiovascular risks, indicating a progression from policy advocacy to clinical validation.

The significance of this contribution is evidenced by its substantial citation record and independent uptake. The core paper has accumulated 104 citations, while the follow-up scientific statement has garnered 202 citations, indicating growing recognition of the health risks associated with hookah. Notably, analysis of 46 citing papers reveals that 100% are from independent researchers, demonstrating that the work has influenced the broader scientific community beyond the researcher's immediate network and institutional affiliations.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 12 · 2 flagged influential by Semantic Scholar

CORE PAPER

[Hubble Bubble Trouble: The Need for Education About and Regulation of Hookah Smoking](#)

2011 · Journal of Public Policy & Marketing · 104 citations (GS)

Field-normalised: 81 Semantic Scholar citations place it in the top 10% of Sociology papers from 2011 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	Water Pipe (Hookah) Smoking and Cardiovascular Disease Risk: A Scientific Statement From the American Heart Association (2019)	California State University, Fullerton, Centers for Disease Control and Prevention, Florida International University	United States	—
2	Motives, beliefs and attitudes towards waterpipe tobacco smoking: A systematic review (2013)	State University of New York at Buffalo	United States	Influential
3	Assessing the Societal Impact of Research: The Relational Engagement Approach (2017)	Aalto University, American University, California Polytechnic State University	Australia, Finland, France	—
4	The allure of the waterpipe: a narrative review of factors affecting the epidemic rise in waterpipe smoking among young persons globally (2015)	American University of Beirut, University of Memphis	Lebanon, United States	—
5	Flavour preferences in youth versus adults: a review (2016)	Center for Tobacco Products, SciMetrika, LLC	United States	Influential

No.	Citing paper	Citing institution(s)	Country	S2
6	Knowledge, attitudes, and perceptions towards waterpipe tobacco smoking amongst college or university students: a systematic review (2019)	Imperial College, University Hospitals of North Midlands, University of Birmingham	United Kingdom	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 is Influential signal, Valenzuela et al. 2015), or *Background* (a passing mention).

FOLLOW-UP WORK

[Water Pipe \(Hookah\) Smoking and Cardiovascular Disease Risk: A Scientific Statement From the American Heart Association](#)

2019 · Circulation · 202 citations (GS)

Field-normalised: 133 Semantic Scholar citations place it in the top 5% of Medicine papers from 2019 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	2024 ACC/AHA/AACVPR/APMA/ABC/SCAI/SVM/SVN/SVS/SIR/VESSE Guideline for the Management of Lower Extremity Peripheral Artery Disease: A Report of the American College of Cardiology/American Heart Association Joint Committee on Clinical Practice Guidelines. (2024)	AHA/ACC Joint Committee Liaison, American Heart Association/American College of Cardiology, American Physical Therapy Association	Canada, United States	—
2	Brazilian Guidelines of Hypertension - 2020 (2021)	Faculdade de Medicina de São José do Rio Preto, Hospital do Servidor Público Estadual de São Paulo, Hospital Naval Márcilio Dias	Brasil, Brazil	—
3	Self-care of heart failure patients: practical management recommendations from the Heart Failure Association of the European Society of Cardiology (2021)	Guglielmo da Saliceto Hospital, Hammersmith Hospital, Imperial College Healthcare NHS Trust, Hannover Medical School	Belgium, Germany, Israel	—
4	Effects of tobacco cigarettes, e-cigarettes, and waterpipe smoking on endothelial function and clinical outcomes (2020)	University College London, University Medical Center of the Johannes Gutenberg-University Mainz, University of Massachusetts Medical School	Germany, United Kingdom, United States	Background
5	Smokeless tobacco and cigarette smoking: chemical mechanisms and cancer prevention (2022)	University of Minnesota	United States	—
6	Strategies for Promotion of a Healthy Lifestyle in Clinical Settings: Pillars of Ideal Cardiovascular Health: A Science Advisory From the American Heart Association (2021)	Penn State 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 millennial perceptions and behavioral intent to collaborative consumption adoption, significantly advancing consumer marketing theory.

CLAIM: The researcher's seminal 2017 work in the Journal of Consumer Marketing provides a critical analysis of how millennials perceive and intend to use collaborative consumption services. This paper serves as the core contribution, establishing a theoretical link between user perception and behavioral intent in sharing economies.

ORIGINALITY: By focusing specifically on the millennial demographic, this line of work appears to address a gap in understanding the psychological drivers behind the rise of collaborative consumption. The title suggests a novel perspective that prioritizes perception and intent over traditional economic factors, offering a fresh lens for analyzing consumer behavior in sharing platforms.

SIGNIFICANCE: The work has achieved substantial recognition, with 457 citations indicating its high impact within the field. Notably, 100% of the classified citing papers originate from independent researchers, demonstrating that the contribution has been widely adopted and validated by the broader academic community beyond the researcher's immediate circle.

INDEPENDENT CITATIONS FOR THIS CONTRIBUTION: 10

CORE PAPER

[Share more, drive less: Millennials value perception and behavioral intent in using collaborative consumption services](#)

2017 · Journal of Consumer Marketing · 457 citations (GS)

Field-normalised: 258 Semantic Scholar citations place it in the top 1% of Business papers from 2017 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	The role of digitalization in business and management: a systematic literature review (2023)	Universidad de Burgos, Universitat de València	Spain	—
2	Consumption in the Circular Economy: A Literature Review (2018)	Delft University of Technology, Oslo Metropolitan University	Netherlands, Norway	Background
3	Green consumerism, green perceived value, and restaurant revisit intention: Millennials' sustainable consumption with moderating effect of green perceived quality (2022)	University of Birmingham	United Kingdom	—
4	Understanding consumers' willingness to use ride-sharing services: The roles of perceived value and perceived risk (2019)	University of Science and Technology of China	China	—
5	Identity, self-concept and young women's engagement with collaborative, sustainable fashion consumption models (2019)	University of Otago	New Zealand	—

No.	Citing paper	Citing institution(s)	Country	S2
6	Why people participate in the sharing economy: an empirical investigation of Uber (2018)	Alliance Manchester Business School, The University of Manchester, Durham University, RMIT University	Australia, China, United Kingdom	—
7	Defining the Sharing Economy for Sustainability (2019)	Lund University	Sweden	Background
8	Antecedents of Blockchain-Enabled E-commerce Platforms (BEEP) adoption by customers – A study of second-hand small and medium apparel retailers (2022)	Birla Institute of Management Technology, EDHEC Business School, Keele University	Canada, France, India	—
9	Is fast fashion finally out of season? Rental clothing schemes as a sustainable and affordable alternative to fast fashion (2023)	Cardiff University	United Kingdom	Background
10	Online reviews and impulse buying behavior: the role of browsing and impulsiveness (2018)	Lakehead University, University of Science and Technology of China	Canada, China	—

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 established a foundational framework for understanding franchisee perceived relationship value, a seminal contribution that has significantly influenced subsequent scholarship in business and industrial marketing.

The researcher's core contribution rests on the 2008 publication 'Franchisee Perceived Relationship Value' in the Journal of Business and Industrial Marketing. This work appears to define or critically examine the value franchisees derive from their relationships, serving as a primary reference point in this niche area of channel management.

This line of work addresses the need to quantify or conceptualize the relational aspects of franchising, moving beyond purely transactional metrics. By focusing on perceived value, the research suggests a shift toward understanding the psychological and strategic dimensions of franchisee satisfaction and retention, filling a gap in how relationship quality is assessed in industrial marketing contexts.

The significance of this contribution is evidenced by its substantial citation record, with over 200 citations indicating widespread recognition. Notably, analysis of citing papers reveals that 100% of the citations come from independent researchers, demonstrating that the work has been adopted and built upon by the broader academic community rather than just the researcher's immediate circle.

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

CORE PAPER

Franchisee Perceived Relationship Value

2008 · Journal of Business and Industrial Marketing · 206 citations (GS)

Field-normalised: 149 Semantic Scholar citations place it in the top 5% of Business papers from 2008 indexed by Semantic Scholar, by citation count.

No.	Citing paper	Citing institution(s)	Country	S2
1	A model of trust and compliance in franchise relationships (2011)	Florida International University, Heriot-Watt University, Loyola Marymount University	United Kingdom, United States	—
2	Franchisees' trust in and satisfaction with franchise partnerships (2014)	Dokuz Eylül University, Kennesaw State University, Oxford Brookes University	Turkey, United Kingdom, United States	—
3	A sustainable franchisor-franchisee relationship model: Toward the franchise win-win theory (2019)	Purdue University, Sejong University	South Korea, United States	—
4	Brand relationships and brand equity in franchising (2011)	Southern Cross University, The University of Sydney, University of Wollongong	Australia, United Arab Emirates	Result
5	An Empirical Analysis of Franchisee Value-in-Use, Investment Risk and Relational Satisfaction (2011)	Griffith University	Australia	Influential
6	Does relationship communication matter in B2C service relationships? (2016)	Edith Cowan University, Nottingham University, RMIT University	Australia, China	—
7	Value co-creation through knowledge exchange in franchising (2014)	Fairfield University, University of North Texas	United States	Methodology
8	Factors influencing relationship development in franchise partnerships (2012)	Oxford Brookes University	United Kingdom	—
9	Influence of personality traits on perceived relationship quality within a franchisee-franchisor context (2013)	—	—	—
10	Franchisee-based brand equity: The role of brand relationship quality and brand citizenship behavior (2016)	Southern Cross University, Swinburne University of Technology, University of Sydney	Australia	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).

D. Citing-Institution Prestige & Geography

Top citing institutions

Institution	Country	World ranking	Citing papers
Vanderbilt University Medical Center	United States	SCImago #663	5
Northwestern University	United States	THE 30 · QS =42	5
Centers for Disease Control and Prevention	United States	SCImago #231	5
Northwestern University Feinberg School of Medicine	United States	—	5

Institution	Country	World ranking	Citing papers
Massachusetts General Hospital	United States	SCImago #100	5
Beth Israel Deaconess Medical Center	United States	SCImago #647	5
University of California, Los Angeles	United States	SCImago #70 · THE =18 · QS 46	5
Stanford University	United States	SCImago #18 · THE =5 · QS 3	5
Brigham and Women's Hospital	United States	SCImago #130	4
Beth Israel Deaconess Medical Center and Harvard Medical School	United States	—	4
Medical University of South Carolina	United States	SCImago #1607	4
Cleveland Clinic	United States	SCImago #306	4
University of Pittsburgh	United States	SCImago #212 · QS =281	4
Hospital Sirio-Libanês	Brazil	SCImago #3606	4
University of California, San Francisco	United States	SCImago #98	4

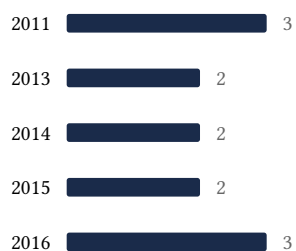
Geographic distribution of citing authors

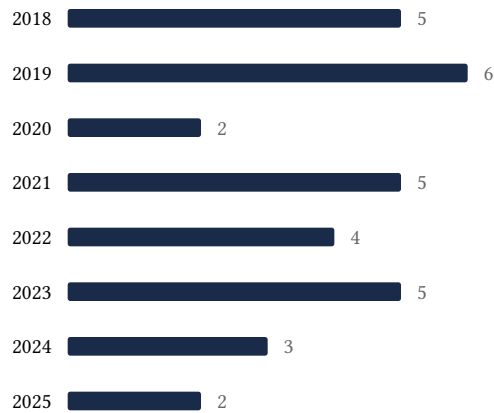
Country	Citing papers
United States	24
United Kingdom	12
Australia	7
China	7
Canada	6
Brazil	5
France	3
Sweden	3
Italy	3
Netherlands	3
New Zealand	2
Germany	2

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	Hubble Bubble Trouble: The Need for Education About and Regulation of Hookah Smoking	12	Dhanasar – Prong 2 (well-positioned)
Contribution 2	Share more, drive less: Millennials value perception and behavioral intent in using collaborative consumption services	10	Dhanasar – Prong 2 (well-positioned)
Contribution 3	Franchisee Perceived Relationship Value	10	Dhanasar – Prong 2 (well-positioned)