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| Academic Metrics |
| Number of Citations | 1 (1-100); 2 (100 – 1000); **3 (1000+)** |
| Number of Years since publication | **5+ years (1);** 10+ years (2); 20+years (3) |
| Perceived quality of the journal/conference | 1 (low); 2 (medium); **3 (high)** |
| External grants funding the research (NSF or NIH or DARPA or EU or other private) | Yes (1); **No (0)** |
| Other disciplines have adopted or are using the idea in the research | **Yes (1);** No (0) |
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| Industry/Practice Metrics |
| Patents issued or filed  | Yes (1); **No (0)** |
| Actual intervention in field or site | **Yes (1);** No (0) |
| Use of Research Frameworks or Tools by policy groups, industry groups or government agencies. | **Yes (1);** No (0) |
| Commercialization of idea into product/service | Yes (1); **No (0)** |
| Startups created based on the idea | Yes (1); **No (0)** |
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| Influence on Society (qualitative or subjective data) |
| Benefit of research to scientific community | 1 (low); 2 (medium); **3 (high)** |
| Benefit of research to society at large | 1 (low); 2 (medium); **3 (high)** |
| Media coverage (Radio, TV, Print, Movie) | **Yes (1);** No (0) |
| This paper was awarded an *Emerald Literati Network 2012 Citations of Excellence Award*. Scopus noted it was among the top five most cited articles within DSS since 2008. On September, 2010, it was selected among the top 6 most downloaded and cited articles in the last five years. ScienceDirect.com selected it as the top 7 hottest articles within DSS. The study covers key antecedents and consequences of trust in e-commerce transaction and it has been cited more than 1200 times since 2008; it was the genesis for a follow-up paper that was awarded best paper runner-up at ICIS 2003 and best paper in ISR, 2009.  |