# Bibliography (VHB-JOURQUAL3)

## Prof. Dr. Alexander Benlian

**TECHNISCHE UNIVERSITÄT DARMSTADT**

**ISE**
Information Systems
and Electronic Services

## Journal Articles

### VHB A+

- Cram, W. A.; D'Arcy, J.; & Benlian, A. (2024): "*Time Will Tell: A Case for an Idiographic Approach for Behavioral Cybersecurity Research*", **MIS Quarterly**, 48(1), 95-136.
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### VHB A

- Wendt, C.; Kosin, D.; Adam, M.; Benlian, A. (2024): "*Sustainable energy consumption behaviour with smart meters: The role of relative performance and evaluative standards*", **Information Systems Journal**, 1-29.
- Adam, A.; Benlian, A. (2023): "*From Web Forms to Chatbots: The Roles of Consistency and Reciprocity for User Information Disclosure*", **Information Systems Journal**, 1-42.
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- Adam, M.; Werner, D.; Wendt, C.; Benlian, A. (2020): "*Containing COVID-19 through physical distancing: the impact of real-time crowding information*", **European Journal of Information Systems**, 29(5), 595-607.

- Lansing, J.; Siegfried, N.; Sunyaev, A.; & Benlian, A. (2019): *"Strategic signaling through cloud service certifications: Comparing the relative importance of certifications' assurances to companies and consumers"*, **The Journal of Strategic Information Systems**, 28(4), 1-23 (Article 101579).

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## No VHB-Rating

- Pinski, M.; Benlian, A. (2024): "*AI literacy for users – A comprehensive review and future research directions of learning methods, components, and effects*", **Computers in Human Behavior: Artificial Humans**, Article 100062.
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## Conference Proceedings

### VHB A

- Alizadeh, A.; Hirsch, F.; Jiang, J.; Benlian, A.; Wiener, M. (2023): *"A Taxonomy of Algorithmic Control Systems"*, International Conference on Information Systems (ICIS), December 10-13, Hyderabad, India.
- Adam, M.; Wiener, M.; Benlian, A. (2023): *"Online Labor Platforms and the Role of Job Security and Compensation (Mis)Fits for Gig Workers",* International Conference on Information Systems (ICIS), December 10-13, Hyderabad, India.
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- Amirpur, M.; Benlian, A. (2015): *"Buying under Pressure: Purchase Pressure Cues and their Effects on Online Buying Decisions"*, International Conference on Information Systems (ICIS), December 13-16, 2015, Fort Worth, USA.
- Koch, O.F.; Benlian, A. (2015): *"Designing Viral Promotional Campaigns: How Scarcity and Social Proof Affect Online Referrals"*, International Conference on Information Systems (ICIS), December 13-16, 2015, Fort Worth, USA.
- Siegfried, N.; Koch, O.F.; Benlian, A. (2015): *"Drivers of App Installation Likelihood – A Conjoint Analysis of Quality Signals in Mobile Ecosystems"*, International Conference on Information Systems (ICIS), December 13-16 2015, Fort Worth, USA.
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- Goldbach, T.; Kemper, V.; Benlian, A. (2014): *"Mobile Application Quality and Platform Stickiness under Formal vs. Self-Control — Evidence from an Experimental Study"*, International Conference on Information Systems (ICIS), December 14-17, 2014, Auckland, New Zealand.
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- Hörndlein, C.; Benlian, A.; Hess, T. (2012): *"Institutional Influences in Individual-level Innovation Adoption outside Organizational Contexts: A Scale Development Study"*, International Conference on Information Systems (ICIS), Orlando, USA.
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- Benlian, A. (2011): *"Perceptual Congruence between IS Professionals and Users on IS Service Quality – Insights from Response Surface Analysis"*, International Conference on Information Systems (ICIS), Shanghai, China.
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- Hörndlein, C.; Benlian, A.; Hess, T. (2011): *"The Role of Trust in Promissory Organizations in IS Innovation Adoption – Development of a Research Model"*, International Conference on Information Systems (ICIS), Shanghai, China.
- Benlian, A.; Hess, T. (2010): *"IT Standard Implementation and Business Process Outcomes - An Empirical Analysis of XML in the Publishing Industry"*, International Conference on Information Systems (ICIS), St. Louis, USA.
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- Benlian, A.; Koufaris, M.; Hess, T. (2010): *"The Role of SaaS Service Quality for Continued SaaS Use: Empirical Insights from SaaS Using Firms"*, International Conference on Information Systems (ICIS), St. Louis, USA.
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**VHB B**

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- Alizadeh, A.; Hirsch, F.; Benlian, A.; Wiener, M.; Cram W. A. (2023): "*Perceived Algorithmic Control: Conceptualization and Scale Development"*, European Conference on Information Systems (ECIS), June 11-16, Kristiansand, Norway.
- Munns, B. J.; Van Toorn, C.; Finnegan, P.; Kalgovas, B.; Benlian, A. (2022): *"Sustaining Digital Transformation: The imperative to innovate continuously in the Australian financial services sector"*, European Conference on Information Systems (ECIS), June 18-24, Timisoara, Romania.
- Wendt, C.; Benlian, A. (2022): "*Motivating Sustainable Resource Consumption Through the Design of Goal Setting in Smart Meter User Interfaces",* European Conference on Information Systems (ECIS), June 18-24, Timisoara, Romania.
- Reinelt, A.; Benlian, A. (2022): "*Working Remotely, But Not Remotely Stress-Free: Identifying Technostressors in and Design Principles for Collaboration Systems"* , European Conference on Information Systems (ECIS), June 18-24, Timisoara, Romania.

- Barthel, P.; Perrot, C. M.; Benlian, A.; Hess, T. (2021): *"Towards a Method for Evaluating Digital Innovation Projects"*, European Conference on Information Systems (ECIS), June 14-16, A Virtual AIS Conference.
- Jiang, J.; Adam, M.; Benlian, A. (2021): *"Algoactivistic Practices in Ridesharing - A Topic Modeling & Grounded Theory Approach"*, European Conference on Information Systems (ECIS), June 14-16, A Virtual AIS Conference.
- Röthke, K.; Albrecht, G.; Adam, M.; Benlian, A. (2021): *"Monetizing Loot Boxes in Gamblified Digital Business Models — The Role of Risk Avoidance and Loss Aversion"*, European Conference on Information Systems (ECIS), June 14-16, A Virtual AIS Conference.
- Werner, D.; Adam, M.; Wittor, S.; Benlian, A. (2020): "*Overcoming Shadow Customization by Empowering the Users: The Role of Ad Quantity Customization*", European Conference on Information Systems (ECIS), A Virtual AIS Conference.
- Adam, M.; Niehage, L.; Lins, S.; Benlian, A.; Sunyaev, A. (2020): *"Stumbling over the Trust Tipping Point – The Effectiveness of Web Seals at Different Levels of Website Trustworthiness"*, European Conference on Information Systems (ECIS), A Virtual AIS Conference.
- Wallbach, S.; Lehner, R.; Röthke, K.; Elbert, R.; Benlian, A. (2020): "*Trust-Building Effects of Blockchain Features – An Empirical Analysis of Immutability, Traceability and Anonymity*", European Conference on Information Systems (ECIS), A Virtual AIS Conference.
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- Thiebes, S.; Scheidt, D.; Schmidt-Kraepelin, M.; Benlian, A.; Sunyaev, A. (2018): *"Paving The Way For Real-Time Delphi In Information Systems Research: A Synthesis Of Survey Instrument Designs And Feedback Mechanisms"*, European Conference on Information Systems (ECIS), Portsmouth, UK.
- Siegfried, N.; Löbbers, J.; Benlian, A.; Sunyaev, A. (2018): *"Seeing Service Certification "Eye To Eye" - The Role Of Perceptual Congruence Between Customers And Providers In Is Certification"*, European Conference on Information Systems (ECIS), Portsmouth, UK.
- Leonhardt, D.; Haffke, I.; Kranz, J.; Benlian, A. (2017): *"Reinventing the IT function: The Role of IT Agility and IT Ambidexterity in Supporting Digital Business Transformation"*, European Conference on Information Systems (ECIS), June 8-10, 2017, Guimarães, Portugal.
- Thies, F.; Wessel, M.; Rudolph, J.; Benlian, A. (2016): *"Personality Matters: How Signaling Personality Traits Can Influence the Adoption and Diffusion of Crowdfunding Campaigns"*, European Conference on Information Systems (ECIS), June 12-15, 2016, Istanbul, Turkey.
- Wessel, M.; Thies, F.; Benlian, A. (2015): *"A Lie Never Lives to be Old: The Effects of Fake Social Information on Consumer Decision-Making in Crowdfunding"*, European Conference on Information Systems (ECIS), May 26-29, 2015, Münster, Germany.
- Amirpur, M.; Fleischmann, M.; Benlian, A.; Hess, T. (2015): *"Keeping Software Users on Board—Increasing Continuance Intention Through Incremental Feature Updates"*, European Conference on Information Systems (ECIS), May 26-29, 2015, Münster, Germany.
- Fleischmann, M.; Amirpur, M.; Benlian, A.; Hess, T. (2014): *"Cognitive Biases in Information Systems Research: A Scientometric Analysis"*, European Conference on Information Systems (ECIS), June 9-11, 2014, Tel Aviv, Israel.
- Loske, A.; Widjaja, T.; Benlian, A.; Buxmann, P. (2014): *"Perceived IT Security Risks in Cloud Adoption: The Role of Perceptual Incongruence between Users and Providers"*, European Conference on Information Systems (ECIS), June 9-11, 2014, Tel Aviv, Israel.
- Mahnke, R.; Wagner, T.; Benlian, A. (2012): *"Flow Experience on the Web: Measurement Validation and Mixed Method Survey of Flow Activities"*, European Conference on Information Systems (ECIS), Barcelona, Spain.
- Wagner, T.; Benlian, A.; Hess, T. (2012): *"The Role of Product Involvement in Digital and Physical Reading - A comparative Study of Customer Reviews of eBooks vs. Printed Books"*, European Conference on

Information Systems (ECIS), Barcelona, Spain.

- Vetter, J.; Benlian, A.; Hess, T. (2011): *"Setting targets right! How non-rational biases affect the risk preference of IT-Outsourcing decision makers - An empirical investigation"*, European Conference on Information Systems (ECIS), Helsinki, Finland.
- Benlian, A.; Hess, T. (2010): *"Does personality matter in the evaluation of ERP systems? Findings from a conjoint study with IS purchasing managers"*, European Conference on Information Systems (ECIS), Pretoria, South Africa.
- Benlian, A. (2010): *"Exploring the impact of fit between context factors and pricing model choice on the success of IT outsourcing mega-deals"*, European Conference on Information Systems (ECIS), Pretoria, South Africa.
- Vetter, J.; Benlian, A.; Hess, T. (2010): *"Sunk cost and target achievement biases in subsequent IS-outsourcing decisions"*, European Conference on Information Systems (ECIS), Pretoria, South Africa.
- Benlian, A.; Höhne, E.; Hess, T. (2010): *"The contribution of IT factors to increase trust and participation in online communities: An empirical analysis from the user perspective"*, 18th European Conference on Information Systems (ECIS), Pretoria, South Africa.
- Benlian, A.; Hess, T. (2010): *"The risks of sourcing software as a service – An empirical analysis of adopters and non-adopters"*, European Conference on Information Systems (ECIS), Pretoria, South Africa.
- Benlian, A. (2010): *"Which type of software model is first choice? An AHP-based comparison of traditional, open-source, and on-demand Office suites on the fulfillment of evaluation criteria"*, European Conference on Information Systems (ECIS), Pretoria, South Africa.
- Benlian, A. (2009): *"A transaction cost theoretical analysis of Software-as-a-Service (SaaS)-based sourcing in SMBs and Enterprises"*, European Conference on Information Systems (ECIS), Verona, Italy.

**VHB C**

- Pinski, M.; Haas, M.; Benlian, A. (2024): *"Building Metaknowledge in AI Literacy – The Effect of Gamified vs. Text-based Learning on AI Literacy Metaknowledge"*, Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.
- Bartsch, S. C.; Milani, V.; Adam, M.; Benlian, A. (2024): *"Algorithmic Accountability: What Does it Mean for AI Developers and How Does it Affect AI Development Projects"*, Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.
- Goutier, M.; Diebel, C.; Adam, M.; Benlian, A. (2024): *"Proactive and Reactive Help from Intelligent Agents in Identity-Relevant Tasks"*, Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.
- Schuster, J.; Franz, A.; Benlian, A. (2024): *"What Makes Doxing Good or Bad? Exploring Bystanders' Appraisal and Responses to the Malicious Disclosure of Personal Information"*, Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.
- Pinski, M.; Hofmann, T.; Benlian, A. (2023): "*Executive AI Literacy: A Text-Mining Approach to Understand Existing and Demanded AI Skills of Leaders in Unicorn Firms*", Internationale Tagung Wirtschaftsinformatik, September 18-21, 2023, Paderborn, Germany.
- Pinski, M.; Benlian, A. (2023): "*AI Literacy - Towards Measuring Human Competency in Artificial Intelligence*", Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.
- Alizadeh, A.; Hirsch, F.; Benlian, A.; Wiener, M.; Cram, W.A. (2023): "*Measuring Workers' Perceptions of Algorithmic Control: Item Development and Content Validity Assessment*", Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.
- Klopper, J.; Kalgovas, B.; Borgman, H.; Benlian, A. (2023): "*Digital Business Strategy Implementation: Investigating the Use of Managerial Actions by the Leadership Team*", Hawaii International Conference on System Sciences (HICSS), January 3-6, Hawaii.

- Wendt, C.; Kalgovas, B.; Benlian, A. (2022): *"Adoption of Immersive Technologies in Manufacturing SMEs – A Strategy-as-Practice Perspective on their Affordances, Constraints and Responses"*, Hawaii International Conference on System Sciences (HICSS), January 3-7, Virtual Conference.
- Croitor, E.; Werner, D.; Benlian, A. (2021): *"The Effects of Control Mechanisms on Complementors' Behavioral Intentions: An Empirical Study of Reward-Based Crowdfunding Platforms"*, Hawaii International Conference on System Sciences (HICSS), January 4-9, Virtual Conference.
- Feine, J.; Adam, M.; Benke, I; Maedche, A.; Benlian, A. (2020): *"Exploring Design Principles for Enterprise Chatbots: An Analytic Hierarchy Process Study"*, International Conference on Design Science Research in Information Systems and Technology.
- Röthke, K.; Adam, M.; Benlian, A. (2020): *"Loot Box Purchase Decisions in Digital Business Models: The Role of Certainty and Loss Experience"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Schuch, F.; Gerster, D.; Hein, D.; Benlian, A. (2020): *"Implementing Scaled-Agile Frameworks at Non-Digital Born Companies - A Multiple Case Study"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Toutaoui, J.; Benlian, A. (2020): *"The Whole is Greater than the Sum of its Parts – Synergies between Non-Digital and Digital Business Models within Companies"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Winkler, N.; Röthke, K.; Siegfried, N.; Benlian, A. (2020): *"Lose Yourself in VR: Exploring the Effects of Virtual Reality on Individuals' Immersion"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Davcheva, E.; Adam, M.; Benlian, A. (2019): *"User Dynamics in Mental Health Forums – A Sentiment Analysis Perspective"*, Internationale Tagung Wirtschaftsinformatik, February 24-27, 2019, Siegen, Germany.
- Schuhbeck, V.; Siegfried, N.; Dorner, V.; Benlian, A.; Scholz, M; Schryen, G. (2019): *"Walking the Middle Path: How Medium Trade-Off Exposure Leads to Higher Consumer Satisfaction in Recommender Agents"*, Internationale Tagung Wirtschaftsinformatik, February 24-27, 2019, Siegen, Germany.
- Davcheva, E.; Benlian, A. (2018): *"Visual Decision-Making in Real-Time Business Intelligence: A Social Media Marketing Example"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Haffke, I.; Kalgovas, B.; Benlian, A. (2017): *"The Transformative Role of Bimodal IT in an Era of Digital Business"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Stadler, M.; Thies, F.; Wessel, M.; Benlian, A. (2015): *"Erfolg von Crowdfunding-Kampagnen frühzeitig erkennen: Erfolgsprädiktoren auf Kickstarter und Indiegogo"*, Internationale Tagung Wirtschaftsinformatik, 2015, Osnabrück, Deutschland.
- Goldbach, T.; Benlian, A. (2015): *"How Informal Control Modes affect Developers' Trust in a Platform Vendor and Platform Stickiness"*, Internationale Tagung Wirtschaftsinformatik, 2015, Osnabrück, Deutschland.
- Wagner, T.; Benlian, A.; Hess, T. (2013): *"The Advertising Effect of Free - Do Free Basic Versions Promote Premium Versions within the Freemium Business Model of Music Services?"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Yu, Y.; Benlian, A.; Hess, T. (2012): *"An Empirical Study of Volunteer Members' Perceived Turnover in Open Source Software Projects"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Dörr, J.; Benlian, A.; Grau, C.; Wilde, T. (2009): *"Musikdistribution ohne Digital Rights Management - Eine empirische Analyse der Lock-in- und Netzeffekte im Ecosystem iTunes"*, Internationale Tagung Wirtschaftsinformatik, Wien, Österreich.
- Benlian, A.; Hess, T. (2009): *"Welche Treiber lassen SaaS auch in Großunternehmen zum Erfolg werden? Eine empirische Analyse der SaaS-Adoption auf Basis der Transaktionskostentheorie"*, Internationale Tagung Wirtschaftsinformatik, Wien, Österreich.

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- Dörr, J.; Benlian, A.; Grau, C.; Wilde, T. (2009): *"Will abandoning DRM have a boomerang effect on Apple? - An empirical analysis of lock-in and network effect"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Benlian, A.; Walter, B.; Hess, T. (2005): *"Semantically Enriched Information Seeking in Peer-to-Peer File Sharing Systems - Empirical Evidence from the User Perspective"*, Hawaii International Conference on System Sciences (HICSS), Hawaii.
- Benlian, A.; Reitz, M.; Wilde, T.; Hess, T. (2005): *"Verbreitung, Anwendungsfelder und Wirtschaftlichkeit von XML in Verlagen - Eine empirische Untersuchung"*, Internationale Tagung Wirtschaftsinformatik, Bamberg, Germany.

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- Wolf, A.; Hess, T.; Benlian, A. (2012): *"Nutzen digitaler Mehrwertdienste im Automobil"*, Tagungsband der Multikonferenz Wirtschaftsinformatik (MKWI), Braunschweig, Germany.
- Yu, Y.; Benlian, A.; Hess, T. (2010): *"Explaining Perceived Turnover in Open Source Software Projects based on Hygiene Factors"*, Americas Conference on Information Systems (AMCIS), Lima, Peru.
- Wolf, C. M.; Nguyen-Khuong, P.; Benlian, A.; Hess, T. (2010): *"Auf dem Weg zu mehr Arbeitsteilung durch Open-Source? Eine fallstudienbasierte Untersuchung am Beispiel von db4objects"*, Tagungsband der Multikonferenz Wirtschaftsinformatik (MKWI), Göttingen, Germany.
- Wolf, C. M.; Benlian, A.; Hess, T. (2010): *"Industrialisierung von Softwareunternehmen durch Arbeitsteilung: Einzelfall oder Trend?"*, Tagungsband der Multikonferenz Wirtschaftsinformatik (MKWI), Göttingen, Germany.
- Hilkert, D.; Benlian, A.; Hess, T. (2010): *"Motivational Drivers to Develop Apps for Social Software-Platforms: The Example of Facebook"*, Americas Conference on Information Systems (AMCIS), Lima, Peru.
- Dörr, J.; Benlian, A.; Vetter, J.; Hess, T. (2010): *"Pricing of Content Services – An Empirical Investigation of Music as a Service"*, Americas Conference on Information Systems (AMCIS), Lima, Peru.
- Höhne, E.; Benlian, A.; Hess, T. (2009): *"Examining the Effects of Trust-Promoting IT-Features on User Participation: A Content Analysis of Online Communities"*, Americas Conference on Information Systems (AMCIS), San Francisco, USA.
- Benlian, A.; Hess, T. (2008): *"Supporting global software development with Web2.0 technologies – Insights from an empirical study"*, Americas Conference on Information Systems (AMCIS), Toronto, Canada.
- Benlian, A.; Grau, C.; Hess, T.; Braunstein, Y. (2006): *"Erfolgsfaktoren und Erfolgswirkungen der Mehrfachnutzung von Medieninhalten - Eine empirische Untersuchung"*, Tagungsband der Multikonferenz Wirtschaftsinformatik (MKWI), Passau.
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**No VHB-Rating**

- Jiang, J.; Alizadeh, A.; Adam, M.; Wiener, M.; Benlian, A. (2023): "*How Algorithmic Control Mechanisms Influence Workers' Individual-Level Algoactivistic Practices on Online Labor Platforms*", Australasian Conference on Information Systems (ACIS), December 5-8, Wellington, New Zealand.
- Alizadeh, A.; Schulz, R. Z.H.; Armbruster, K. G.; Benlian, A.; Wiener, M. (2023): *"Algorithmic Control Configurations in Food Delivery Platforms: A Cross-National Comparative Study"*, Academy of

Management Proceedings, August 4-8, Boston, Massachusetts, USA.

- Pinski, M.; Adam, M.; Benlian, A. (2023): *"AI Knowledge: Improving AI Delegation through Human Enablement"*, CHI Conference on Human Factors in Computing Systems, April 23-28, Hamburg, Germany.

- Pinski, M.; Haas M.-J.; Benlian A. (2023): *"AiLingo - Advancing AI Literacy through a Gamified Learning App"*, CHI AI Literacy Workshop, April 28, Hamburg, Germany.

- Franz, A.; Zimmermann, V.; Albrecht, G.; Hartwig, K.; Reuter, C.; Benlian, A.; Vogt, J. (2021): *„SoK: Still Plenty of Phish in the Sea — A Taxonomy of User-Oriented Phishing Interventions and Avenues for Future Research"*, Seventeenth Symposium on Usable Privacy and Security (SOUPS 2021), August 8-13 Virtual Event.

- Siegfried, N.; Löbbers, J.; Benlian, A. (2020): *"The Trust-Building Nature of Identity Verification in the Sharing Economy: An Online Experiment" Loot Box Purchase Decisions in Digital Business Models: The Role of Certainty and Loss Experience"*, International Conference on Wirtschaftsinformatik, Potsdam, Germany.

- Piening, E. P.; Thies, F.; Wessel, M.; Benlian, A. (2019): *"Learning to Raise Money – How and When Entrepreneurs Learn from Failed Crowdfunding Campaigns"*, Academy of Management Proceedings, Boston.

- Adam, M.; Wessel, M.; Benlian, A. (2019): *"How Anthropomorphic Design Cues and the Foot-in-the-Door Technique Affect User Compliance with Chatbots in Customer Self-Service, Frontiers in Service Conference"*, Singapore.

- André, E.; Bayer, S.; Benke, I.; Benlian, A.; Cummins, N.; Gimpel, H.; Hinz, O.; Kersting, K.; Maedche, A.; Mühlhäuser, M.; Riemann, J.; Schuller, B. W. ; Weber, K. (2019): *"Humane Anthropomorphic Agents: The Quest for the Outcome Measure"*, AIS SIGPrag, Munich, Germany.

- Thies, F.; Huber, A.; Bock, C.; Benlian, A. (2018): *"In Crowd We Trust: How Crowdfunding Shapes Venture Capital Syndicates"*, Interdisziplinäre Jahreskonferenz Entrepreneurship, Innovation und Mittelstand (G-Forum), Stuttgart.

- Adam, M.; Wessel, M.; Benlian, A. (2018): *"Of early birds and phantoms: How sold-out discounts impact entrepreneurial success in reward-based crowdfunding"*, Global Innovation and Knowledge Academy (GIKA 2018), Digital Transformations and Value Creation in International Markets, Valencia, Spain.

- Bock, C.; Huber, A.; Thies, F.; Kraus, S.; Benlian, A. (2018): *"The relevance of crowdfunding campaigns for venture capitalists' syndication behavior"*, Academy of Management Proceedings, 2018, Chicago, USA.

- Benlian, A.; Hess, T.; Krcmar, H.; Riedl, R.; Sikora, H.; Stelzer, D. (2017): *"Digitale Transformation: Alter Wein in neuen Schläuchen? Zum Verhältnis von Informationsmanagement und Digitalisierung"*, Proceedings of the Wirtschaftsinformatik, 2017, St. Gallen, Schweiz.

- Thies, F.; Huber, A.; Bock, C.; Benlian, A. (2017): *"Do Venture Capitalists Follow the Crowd? – the Relevance of Crowdfunding Campaigns for Venture Capitalist's Investment Decision"*, EURAM Conference, 2017, Glasgow.

- Thies, F.; Huber, A.; Bock, C.; Benlian, A. (2017): *"Do venture follow the crowd? – The relevance of crowdfunding campaigns for venture capitalists' investment decisions"*, Interdisziplinäre Jahreskonferenz Entrepreneurship, Innovation und Mittelstand ("G-Forum"), Wuppertal, Germany.

- Hörndlein, C.; Schreiner, M.; Benlian, A.; Hess, T.; Picot, A. (2012): *"Is Perceived Domestic Market Attractiveness a Growth Impediment? Evidence from the German Software Industry"*, International Conference on Software Business (ICSOB), Cambridge, MA, USA.

- Hilkert, D.; Benlian, A.; Hess, T. (2011): *"The openness of smartphone software platforms"*, Tagungsband der 41. Jahrestagung der Gesellschaft für Informatik (INFORMATIK 2011), Berlin.

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