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Citation to Target Journal; A Motivation Based on Normative Citing Conformity

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Abstract

Research on citation behaviors shows that authors tend to cite the articles of the journals to which they have sent their own articles to be published (Target Journal). Experts in this field have clarified this phenomenon in different ways. The present study follows different explanatory presentations with regard to Citing Conformity Factor. The research has been done in two parts: 1. Survey Method, and 2. Citation analysis method. The results of regression analysis suggest that some part of this phenomenon's variance is justified based on Normative Citing Conformity. In line with conformity with group norms and through having the motivation for receiving rewards, the authors cite the articles in target journal. The relationship between Citing Conformity Factors (Normative, Informational, and Identification) and the motivation to cite target journal has been analyzed in this research for the first time.

Keywords: Citation theories, Citing conformity, Normative citing conformity, Informational citing conformity, Identificational citing conformity, Citing motivations; Citing models, Citation to target journal.

Introduction

Authors often complete the citation process with different motivations. They sometimes cite information resources with scientific as well as professional motivations. However, they occasionally select information resources to cite while having more complicated nonprofessional motivations. The different motivations for the citation process have produced various approaches including social constructive approach of citing behavior in the field of science structuralism sociology and normative theory of citing behavior in the field of science modern sociology (Merton, 1988 quoted in Bornman & Daniel, 2008).

Normative theory of citing behavior offered by Robert K. Merton (1988), founder of science modern sociology, basically focuses on the idea that scientists accredit their coworkers by citing their scientific works. Hence, citation indicates cognitive or logical effects of a scientific work. The social constructive approach of citing behavior, looks with

uncertainty at normative approach presuppositions and questions the validity of citing analysis evaluations. Constructuralists claim that the cognitive content of articles affects how they are received (Knorr-Cetina, 1991). For this reason, citations cannot be described unidimensionally through logical content of articles. Scientists have complicated citing motivations that are constructed based on practical as well as logical environment and they are affected by social affairs.

According to the first theory, the researchers' citation reasons are issues like object relation as well as providing a logical ground for research. In contrast, according to social constructive approach, the citation process is a process conformed to social psychology and is affected by personal bias as well as social pressures, and it probably does not happen for one single reason (Bornman & Daniel, 2008).

Citation to Target Journal (the journal which is going to publish the author's article) and its agents is amongst citing behavior models that are shaped as a result of different motives. An author might cite Target Journal because its articles are closely related to the subject of the article. For instance, in new developing fields in which there are few scientific journals, an author cites the other articles of the same journal with completely scientific motivations.

On the other hand, in some other cases the authors cite the other articles of Target Journal and/or its agents including editors and reviewers because they tend to create a positive look by the journal's editorial board in evaluating and admitting their articles. To confirm this, Vinckler (1987) suggests that the authors' citing behaviors are sometimes determined with the aim of attracting and getting the attention of certain people like a specific author, a journal editor, an article reviewer or some scientific colleagues. Moreover, Miller (2002) and Sevinc (2004) report that many reviewers directly ask the authors to add some articles from the same journal to their article.

In this regard, Lang & French (1999) conducted some research to measure the relationship between an author's being an editor and the rate of received citations by that author's articles based on ten scientific journals of psychology in the United States and Germany. The research findings showed that during the time of the authors' being editors, their articles' received citation rate increases and this increase is often related to the articles of the journal of which they are editors.

In its 2002-report of journals citation reports, Thomson Institution (2002) stated that from every five received citations of journal articles, one citation is from the papers' authors of the same journal. Tighe et al. (2011), in one research indicated that the number and rate of self-citations among the different journals were significantly different in 2005, with similar results for 2010. The mean range of number of self-citations ranged from 0.45 to 3.95 in 2005 and from 0.25 to 4.5 in 2010.

Sarkis (2009) explained that "Editors have made requests of manuscript authors to carefully examine their reference lists and to incorporate references from the target journal. These requests seem to have become more common, as is evidenced by this and other commentaries on the issue. Journal self-citation requests may be viewed as impinging on an author's academic freedom and could be construed as an unethical or unprofessional

request". He argued that "it is not necessarily the case that all, or even many, of these requests cross the line into unprofessional or unethical behavior. There are a number of institutional and stakeholder forces that play a role in this seemingly simple editorial request. These forces come about because of the environment editors, authors, publishers, and their audiences are faced with". He explained that "we need to take a careful look at our research and publication environment to determine the reason editors would make journal self-citation requests" (Sarkis, 2009).

The results of the research by AbdeKhoda & Nowrouzi (2001) on the rate of self-citation of Iranian scientific medical journals in English indexed in Scopus citation index indicated a 300-percent growth of journal self-citation (the authors' citation to target journal) in these articles. This result has been confirmed by Mohammadi&Mottaghi Dadgar (2007) and Shahriari &Osareh (2003).

By analyzing the citation contents of 30 volumes of Quarterly Scientific-Research Journal of Library and Information Science over a period of 8 years, Mohammadi & MottaghiDadgar (2007) found that the highest citations of that journal belonged to M. H. Dayyani. Besides, amongst the journals, 5 of them were known as full-citation core journals, the top of which is the Journal of Library and Information Science. Since M. H. Dayyani is the editor of the under-investigation journal, it must be considered whether he is the top author amongst the others and/or whether the Journal of Library and Information Science is the top core journal regarding citation. On the other hand, Shahriari&Osareh (2003) conducted a similar research on the Journal of Information Science, and according to the findings of that study, this journal was considered the top Iranian full-citation core journal. Comparing the findings of the two above-mentioned studies reveals the tendency towards the citation to Target Journal and its agents amongst the authors of this field.

There are other important attempts regarding this concept. Krauss (2007) in one research calculated "self-citation rates of journals ranked in the Journal Citation Reports of ISI in the subject category "Ecology" (n = 107)". The findings showed, "on average, self citation was responsible for $16.2 \pm 1.3\%$ (mean \pm SE) of the impact factor in 2004". Krauss (2007) explained that, "impact factors are a widely accepted means for the assessment of journal quality. However, journal editors have the possibility of influencing the impact factor of their journals, for example, by requesting authors to cite additional papers published recently in that journal thus increasing the self-citation rate".

Straub & Anderson (2009), discussing "forced journal self-citation, suggest that forced self-citations are not considered appropriate by community standards nor are they ethical in terms of the greatest good. They therefore propose that impact factors be disseminated both with and without self-citations to make the practice of forced self-citation more transparent to the IS community".

According to what was mentioned, it is clear that journal self citation is an important and increasing trend in scientific publications. On the other hand, forced journal self citation is a prominent issue that was verified in different words by researchers.

As Cronin has emphasized the potential abilities of the psychological approach for

studying citation and referring (Moed, 2007), what factors cause different motivations, especially psychological motivations, to appear in the process of citations by the authors? In other words, how can the authors' motivation for citing the Target Journal or its agents be explained?. This research aim to explain this phenomenon (forced journal self citation) as a psychological motivation named citing conformity, what distinguish this study from the previous related ones.

Research Hypotheses

1. The authors' citing behavior motivations in "citation to the articles of the Target Journal" are affected by Normative Citing Conformity.
2. The authors' citing behavior motivations in "citation to the articles of the Target Journal" are affected by Informational Citing Conformity.
3. The authors' citing behavior motivations in "citation to the articles of the Target Journal" are affected by Identificational Citing Conformity.

What is Conformity?

Conformity can be defined as a change in a person's behavior or beliefs as a result of real or imaginary pressures used by another person or a group of people (Aronson, 1999, translated by Shokrkon). It is a kind of social influence under which people change their attitudes (and/or behaviors) in order to follow other people and the norms to which they belong as well as to fulfill their expectations (Barron & Byrne, 1987, quoted in Ahmadi, 2003). On this social process, a person accepts the same attitudes, manners, habits, customs and thoughts as the ones accepted by dominant people in their surrounding social environment (Aronson, 1999, translated by Shokrkon).

Conformity was first investigated systematically by Solomon Asche (1951-1955) whose classic research showed that many people submit to social pressures from a united group. Researchers believe that Informational Conformity and Normative Conformity are the main goal and motivation of conformity. The former is based on informational influence while the latter is based on normative influence (Karimi, 2008). When a person conforms for the reason that he/she thinks the group has a true idea, it is said that Informational Conformity has occurred. But if he/she conforms for the reason that he/she is scared of the negative consequences of being against others or if he/she enjoys accompanying others, Normative Conformity has occurred. It means, the person is sure of the truth of his idea and the falseness of the others; but he/she intentionally shows conformity with others in order not to make a negative image of him/herself for them. In general, normative social influence is a kind of behavioral change in order to fulfill others' expectations (Barron, Byrne & Brenscamb, 2006, translated by Karimi). However, in the normative conformity framework, a person sometimes shows slavish adherence to others. In this case, he/she feels satisfied with accompanying others.

There is another kind of conformity which is placed between informational conformity and normative conformity, regarding internal stability. This kind of conformity occurs based

on absorption and attractiveness. If a person finds another person or a group to be acceptable and interesting, he/she will tend to accept the influence of that person or group and make his/her values and attitudes compatible to those of that person or group. This is not because of getting rewards or avoiding punishment; but it is for becoming similar to that person. At the level of identification, there is no need for the presence of the person to whom he/she is becoming similar; what is necessary is his/her desire and wish for the identification with that person (Ebrahimi&Osareh, 2014).

Citing Conformity

This conformity describes a situation in which an author is under real or imaginary pressures by special people or groups, and this changes his/her citation behavior as well as motivation (according to the definition of social conformity by Aronson, 1999, translated by Shokrkon). When in the process of generating scientific information a researcher cites informational resources in order to gain rewards or avoid punishment, Normative Citing Conformity has occurred, while if he/she selects people and social groups for his/her decision-making with the aim of choosing a true informational resource for the citation, it has happened based on Informational Citing Conformity (Osareh, Farajpahlou, Shehni & Ebrahimi, 2012). Citation to an author who is attractive for the person and he/she tends to make identification with that author is also a kind of Identificational Citing Conformity (Ebrahimi&Osareh, 2014).

According to the hypothesis of the present study, when the authors make citations to the articles of Target Journal or its agents for the reason that they may tend to create a positive attitude towards their articles and make a proper situation for the admission of their articles, Normative Citing Conformity has happened. But when the authors make citations to the other articles of the same journal or its agents with the aim of choosing a valid informational resource, Informational Citing Conformity has occurred. On the other hand, when an author makes citation to one of the authors who has articles in Target Journal, because of interest in him/her, Identificational Citing Conformity has occurred (Ebrahimi, 2012).

Methodology

This is a fundamental research and in order to examine the research hypothesis, two separate studies have been conducted.

1. **The first study:** the aim of the first part of the study is to measure citing conformity variable at informational, normative and identificational levels; this has been done through a survey method in which citing conformity rate of the sample in the above-mentioned levels has been measured. The population under study in this research includes all Iranian authors who have published at least two articles during the period 2001 to 2010 in the journals that are indexed in the Art & Humanities Citation Index and Social Science Citation Index databases.

In order to access the list of Iranian authors who have at least two articles in the databases under study, the two mentioned databases from Web of Science portal were searched during

the period between 2001 and 2010 based on CU= (IRAN) formula using advanced search. In the next step, by using the advanced analyze tool of the databases, the list of presented articles (3347 articles) was analyzed based on the author's index. A list including 2860 authors was then extracted and after the checking, about 2310 authors remained as the research population with the condition of having at least two articles at the time of the investigation. Having at least two scientific articles was considered the required condition for selecting the research population so that in the next step it would be possible to study two articles of the authors.

To have more control on variables like field type, the two databases Art & Humanities Citation Index and Social Science Citation Index were selected as they have more points in common compared to Sciences Citation Index.

The sampling has been done through systematic random method based on the statistical research method (regression and correlation) used in this study. Houman (2005) suggests the sample size in regression and correlation studies be at least 100 people. Tabachnick & Fidell (2001) determined the sample size in multi-regression studies based on the formula $104+m$ in which m is the number of predicting variables of the research (Tabachnick & Fidell, 2001, quoted in Simon & Goes, 2012). J. P. Stevens (2002) suggested another method for this purpose. In this method it is stated that there would exist 15 observations per each predicting variable (J. P. Stevens, 2002, quoted in Simon & Goes, 2012).

According to the experts of this field and since there are three predicting variables in the present study, the sample size of 150 people regarded enough for this research and selected for further analysis. 150 authors were selected by the above-mentioned method.

The data collection tool designed by Ebrahimi & Osareh (2014) for measuring the three Normative, Informational and Identificational Conformity types and has been validated through Factor Analysis Method and Cronbach's Coefficient Alpha. This criterion is 5-choice-Likert Scale in the form of 34 elements. In this instrument there are 13, 13 and 8 elements to measure Normative Citing Conformity, Informational Citing Conformity and Identificational Citing Conformity, respectively. The Cronbach's Alpha coefficients for Normative, Informational and Identificational Citing Conformity factors are 0.86, 0.81 and 0.85, respectively, and it is indicated that the research tool has the required reliability.

The scoring of the elements in this criterion is from 1 to 5 and direct. The score 1 belongs to the choice "I completely disagree" while the score 5 belongs to the choice "I completely agree".

The sample element for Normative Citing Conformity: Some writers do not refer to the findings and results of the research with which some people do not agree.

The sample element for Informational Citing Conformity: I am interested to cite the articles written by those who are theoreticians in a certain field.

The sample element for Identificational Citing Conformity: Sometimes I liked a distinguished predecessor and expert in a field, so I cited him/her.

For data collection, two electronic and postal methods were used. In the first stage, a website designed and the related questionnaire was loaded. The e-mail addresses of all sample members were collected from Web of Science portal, and in the case that the addresses were

not available via this portal, they were collected by searching the web. Then, an e-mail was sent to all the members in three stages (one main stage and two following stages) and they were asked to visit the related website link to fill in the questionnaire. After finishing the delivery as well as the following two electronic and telephone stages done, about 60% of the respondents completed and sent the questionnaire electronically while about 15% of them sent it directly (through e-mail or phone call) showed their lack of tendency to cooperate. In this step, the printed questionnaire was sent to the remaining people (the 25% left). Finally, about 117 questionnaires (78%) were filled in and considered in the analysis of the first stage of the study. Among those, 77% were male, 22% were female and 1% was unclear.

2. **The second study:** the second part of the study has been done using citing analysis. For this, the scientific articles of the sample group of the first part have been investigated by citation analysis method. The aim of this study was to extract the variable relating to the model of citation to Target Journal articles. The population under study in this part of the research was the scientific articles written by the authors participating in the first study which were published in the journals indexed in the same above mentioned databases at the same time.

The sampling was done through purposive method. That is to say, based on the research criteria, two articles among all the articles of each author were selected. The reason for the purposive selection of the articles was to select those in which the authors had the most responsibility and played the greatest role so that it would be possible to carefully relate the citing models of the articles to their authors. Hence, the prior articles to be selected were those whose single author is the author under study. Regarding the articles written by more than one author, the prior articles are the ones whose first or corresponding author is the author under study. In the case that the authors had published several articles based on the above-mentioned priorities, the next priority was the selection of the most recent articles. This method used here due to the fact that both the latest articles usually better determine the author's current approach in citation and the authors' citing behaviors change with their research experiments. This method is according with Kim (2004) who has considered the authors' responsibility for articles as the criterion for selecting their articles. He selected some articles whose first author was the one under study. He stated that in the cases in which an author has had more than one article with these conditions, his/her last article has been selected as the investigation criterion.

A sample size of 234 articles (2 articles for each author) was used here according to the previous studies, in which, usually one or two articles of the authors were investigated. In his study, Vinkler (1987) investigated 20 articles from 20 authors. Conducting a research on 42 authors of engineering field, Cano (1989) investigated two of the latest articles of the authors. Kim (2004) also investigated one of the latest articles of each author in the same field.

Then the citing analysis was done on all the references of the 234 articles in order to extract the variable "citation to Target Journal". Since accessing the references of 10 authors' articles was impossible due to technical problems of the Web of Science portal, eventually the references of 214 articles belonging to 107 authors were investigated. These articles had in

total 5380 references which were all manually analyzed and the data related to the variable “citation to Target Journal” was entered on the checklist.

The collected data from the first and the second studies were analyzed using SPSS software (Version 16). Statistical tests such as Pearson Correlation Coefficient and the Multiple-Regression (base on the Enter and Stepwise Methods) were used to analyze and test the research hypothesis.

Results

Table one is allocated to the research variables correlation. As it can be seen, the model of citation to Target Journal articles has a significant relation only with the Normative Citing Conformity variable ($r=0.43$, $P < 0.01$).

Table 1

The matrix of the research variables correlation

Variable	1	2	3	4
1. Normative Citing Conformity	1			
2. Informational Citing Conformity	**0.34	1		
3. Identificational Citing Conformity	**0.51	**0.27	1	
4. The model of citation to Target Journal articles	**0.43	0.07	0.19	1

* $P < 0.5$

** $P < 0.01$

The findings of this part of the Regression Analysis presented based on the Enter Method shows the significance of the Regression model. As can be seen in Table 2, the multiple correlation coefficient of all three variables (Normative Citing Conformity, Informational Citing Conformity and Identificational Citing Conformity) with the model of the author’s citation to Target Journal articles is equal to 0.43. The R-squared is 0.19 and the F ratio is 12.1 which is significant at $p < 0.001$.

In this model, the Normative Citing Conformity variable has the predicting power of the model of citation to Target Journal articles, while the other two variables (Informational Citing Conformity and Identificational Citing Conformity as the predicting factor of the model of citation to Target Journal) do not have a significant prediction (Table 2).

Table 2

The results of multiple-regression between Citing Conformity variables (Normative, Informational, Identificational) as the predicting variables and the model of citation to Target Journal as the criterion variable with the Enter Method

Criterion variable	Statistical indexes predicting variables	Multiple Regression Coefficient MR	R-squared RS	F ratio P-value	Regression coefficients		
					1	2	3
The model of citation to Target Journal	Normative Citing Conformity	0.42	0.18	23/4 P<0.001	$\beta=0/43$ t=4/8 P<0.001		
	Informational Citing Conformity	0.43	0.19	12/1 P<0.001	$\beta=0/46$ t=4/8 P<0.001	$\beta=-0.08$ t=-0/9 P=0/37	
	Identificational Citing Conformity	0.43	0.19	8/02 P<0.001	$\beta=0/47$ t=4/4 P<0.001	$\beta=-0.08$ t=-0/84 P=0/4	$\beta=-0.03$ t=-0/28 P=0/78

The findings of the Regression Analysis based on the Stepwise method confirm the above-mentioned results regarding the significance of the prediction power of the Normative Citing Conformity variable ($\beta=0.43$, $p<0.001$). The R-squared is 0.18 and the F ratio is 23.4 which is significant at $p<0.001$.

Graph 1 shows the relationship between the two variables Normative Citing Conformity and the model of citation to Target Journal. The relationship between these two variables led to presenting a linear model based on which the citation to Target Journal rate can be predicted regarding the rates of Normative Citing Conformity factor. The α or the Intercept in this relationship is -1.35, which is shown in the graph.

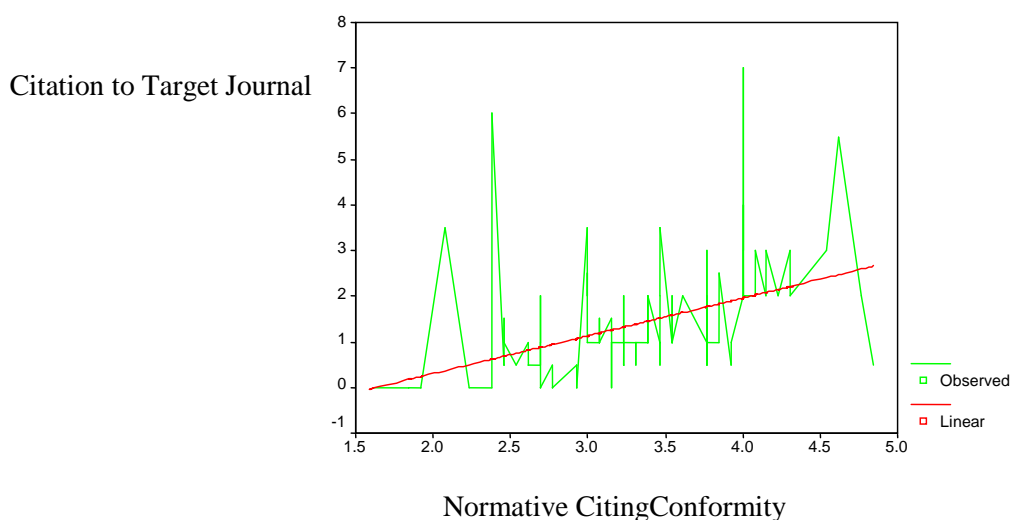


figure 1. The relational model of author's citation to Target Journal with the Normative Citing Conformity factor

Regarding the prediction of the model of citation to Target Journal based on the Normative Citing Conformity variable the following equation can be presented:

$$Y = \alpha + BX$$

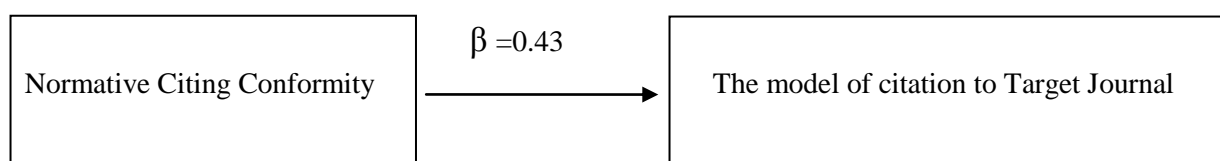
$$Y = -1.35 + 0.83(X)$$

As the components of the regression equation show, this equation has a Normative Citing Conformity prediction variable (x). The criterion variable in this equation is the citation to Target Journal rate (Y) that is calculated based on the Normative Citing Conformity variable. Further, B and α are fixed and obtained from the regression analyses. They are 0.83 and -1.35, respectively. The positive value of B indicates a direct relationship between the two prediction and criterion variables. Using the fixed values B and α as well as placing the Normative Citing Conformity prediction variable values, the citation to Target Journal criterion variable rate can be calculated.

Based on these findings, the first research hypothesis regarding the prediction of some part of the authors' behavioral model variance for the citation to Target Journal is confirmed by the Normative Citing Conformity factor.

Discussion

The research in citing behavior field show that researchers tend to make citations to Target Journal articles (Vinckler, 1987; Miller, 2002; Sevinc, 2004; Lang & French, 1999; Sarkis, 2009; Straub & Anderson, 2009). The motivations for this behavioral model can be explained from different viewpoints. The main purpose of this study is to explain this phenomenon based on Normative, Informational and Identificational Citing Conformity factors. The research findings showed that this phenomenon is justifiable based on the Normative Citing Conformity factor ($\beta=0.43$, $p<0.001$).



According to the research findings, 18% of the changes in these citing behaviors and tendencies can be explained by the Normative Citing Conformity variable. This finding suggests that sometimes authors cite Target Journal articles under some social pressure. Thinking that citation to Target Journal increases the probability of the admission of the article and having the motivation of getting rewards, the authors make such citations. On the other hand, it must not be forgotten that the authors' behaviors do not come from their mind, but in fact the social norms have created and reinforced this thought. For instance, sometimes the scientific journals' editorial board implicitly point to this issue in their written guidelines and as Miller (2002) and Sevinc (2004) in their articles reported, many editors directly ask the authors to add some articles of the same journal (Target Journal) to their articles.

However, the main point is that these journal agents' behavior is a kind of reaction to the journals evaluations which are ranked and evaluated based on the effect and rate of citations. Therefore, due to the ranking of journals, the journal's agents like the authors of articles to make citations to the articles of the same journal. These tendencies of the journal agents are conveyed to the authors directly or indirectly, formally or informally, and become a cause of social pressure on the authors even to reluctantly cite the articles of the journal in which they are going to publish their articles. The norms that are shaped in scientific reactions of the authors with the journal agents lead to the appearance of some factors like Normative Citing Behavior. It means that an author does not believe in what he/she is doing, but some kind of conformity to the norms in line with getting a reward (admission of the article) and avoiding the punishment (rejection of the article) is shaped in his/her behavior.

Conclusion

The Scientometrics quantitative indexes used in scientific evaluations and measurements indirectly convey some unwritten norms to the scientific society; the norms that sometimes change the authors' behaviors and enter some nonprofessional issues into the scientific ones. Considering the social psychology issues in using the indexes is an important factor that policy makers must take into account.

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Appendix

Citing conformity questionnaire at three normative, informational and identification levels

No						
1	I prefer to use and cite the articles of an author who has written several articles on a special field.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
2	I consider an author who is frequently cited by other authors valid enough to be referred to.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
3	I am interested to cite the articles written by those who are theoreticians in a certain field.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
4	Often, a specific author is my reference and provides me with a pattern (I follow the lead of a specific author) in my field of interest, and I try to refer to him/her.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
5	When I know an author has won some national or international award, I prefer to cite his/her articles.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
6	When I find that an author has collaborated with international coauthors, I find his/her works worthier and prefer to refer to his/her articles.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
7	Usually I like to refer to the articles by distinguished and predecessor authors in my papers.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
8	When I see an article being cited by other authors, I understand its validity and prefer to refer to it in my own paper.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
9	When I am hesitant in selecting my source of information, I consider the author's specialty and expertise.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
10	I believe that referring to distinguished predecessors in a field leads to some validity for research.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree

11	I believe multi-authored research is more valid than single-authored research and I prefer to cite such articles.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
12	I think the fact that a paper is downloaded several times from an academic website to some extent shows the value of the article, and I prefer to read the article, if I can, and cite it in case needed.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
13	I feel content when I cite an article which is repeatedly cited by others.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
14	Some authors are inclined to increase the number of references in their articles to imply that they are experts in that field.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
15	Sometimes authors cite works only to increase references though they do not substantially contribute to their research.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
16	Sometimes people tend to emphasize those sources that support their findings and ignore those that refute theirs in their papers.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
17	Some writers do not refer to the findings and results of the research with which some people do not agree.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
18	Sometimes an author does not cite a writer because he/she does not like him/her.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
19	I believe that authors sometimes intentionally attempt not to cite a source or the findings of some research which contradicts their hypothesis.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
20	Sometimes authors tend to cite their previous articles to show their authority, expertise, and academic experience in their field to the members of the scientific committee of the journal to which they submit their article.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
21	Sometimes authors cite references in their papers which are not that necessary in it.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
22	Sometimes an inclination toward some intellectual movement leads us to cite distinguished authors of that	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree

	movement.					
23	The authors who collaborate in writing papers often tend to refer to each others' articles.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
24	Sometimes authors refrain from citing certain sources or authors for political considerations.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
25	Sometimes authors cite certain sources or authors for political reasons.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
26	Usually authors tend to refer to articles by the members of the scientific committee (editors, editorial board, and reviewers) of the journal to which they intend to submit their article for publication, because they believe that it can promote positive attitude in the review procedure.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
27	Sometimes I had to cite someone who occupies a position of power.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
28	Sometimes I have referred to my colleagues' articles because I had thought they expected me to do so.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
29	In my scientific academic and research activities, there were cases when someone with whom I was professionally bound had suggested that I should add or remove a reference to my bibliography, and I did it despite my internal feelings.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
30	In my research and professional activities, there were cases when I referred to someone whom I was not inclined to cite.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
31	Sometimes I had tried to refer to the articles written by the editor of the journal to which I intended to submit my article.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
32	When my colleagues cite me in their research, I also feel that I should cite their articles where possible.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
33	Sometimes professional affiliation with a person makes me cite him/her.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree
34	Sometimes I liked a distinguished predecessors and expert in a field, so I cited him/her.	① Strongly Agree	② Agree	③ Neither	④ Disagree	⑤ Strongly Disagree

Instructions:**How to respond to the scale**

This questionnaire inquires about your approach toward citation process. Please, choose the best answer which mostly suits your attitude and behavior according to your personal experience in citing sources of information.

Instructions for scoring

Citing conformity scale is constituted of 34 items and include three informational, normative, and identification factors. 13 items measure the informational aspect, 13 normative, and 8 the identification aspect. All items are scored similarly. Scoring follows a reverse order, i.e. “strongly agree,” or the first choice, is scored 5, and “strongly disagree,” fifth choice, gets 1.

Each factor’s score is the sum total of the scores of all its items. Therefore, informational and normative factors’ score with 13 items is between 13 and 65. And that of identification with eight items is between 8 and 40. Table 5 explicates the details for each factor.

Table 1

The items of citation conformity factors

No.	Factor	Number of items	Minimum score	Maximum score	Items in Questionnaire
1	Informational citing conformity	13	13	65	1-13
2	Normative citing conformity	13	13	65	14-26
3	Identification citing conformity	8	8	40	27-34