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Associate Professor / Data Science Consultant / AI Expert

Research Metrics

Publications: 82 total (59 journal articles, 16 conference papers, 4 book chapters)

Citations: 637 citations (Google Scholar) • h-index: 10

ResearchGate: RG Score: 26.71 • Reads: 16,300+ • Citations: 600+

Supervision: 0 Postdoc • 9 PhD • 6 Masters supervised

Research Projects: 0 projects led

Journal Articles

- [1] Patricia Gomes Rêgo de Almeida, Carlos Denner dos Santos (2025). [Artificial intelligence governance: Understanding how public organizations implement it](#) . *Government Information Quarterly* , 42(1), 102003. <https://doi.org/10.1016/j.giq.2024.102003>
- [2] Ebrahim Mahmoudi, Mehrnoosh Movahed, Annette Majnemer, Carlos Denner dos Santos, Gillian Backlin, Alexandre Siou, Stephanie Glegg, Lesley Pritchard, Janet McCabe, Keiko ShikakoThomas (2025). [Gamification strategies that promote leisure participation in children and youth with disabilities](#) . *Disability and Rehabilitation Assistive Technology* . <https://doi.org/10.1080/17483107.2025.2529508>
- [3] Ebrahim Mahmoudi, Paul Yejong Yoo, Ananya Chandra, Roberta Cardoso, Carlos Denner dos Santos, Annette Majnemer, Keiko ShikakoThomas (2024). [Gamification in Mobile Apps for Children With Disabilities: Scoping Review](#) . *JMIR Serious Games* , 12, e49029. <https://doi.org/10.2196/49029>
- [4] Pedro Jácome de Moura, Carlos Denner dos Santos, Carlo Gabriel Porto Bellini, José Jorge Lima Dias (2024). [The Over-Concentration of Innovation and Firm-Specific Knowledge in the Artificial Intelligence Industry](#) . *Journal of the Knowledge Economy* , 15(4), 20547–20577. <https://doi.org/10.1007/s13132-024-01974-1>
- [5] Luiz Felipe Pimenta de Araújo, Carlos Denner dos Santos, Isabela Neves Ferraz, Pablo Peron de Paula (2024). [Ensinando estratégia empresarial usando jogos sérios na graduação: estado atual e potencialidades futuras](#) . *Gestão org* , 21(1). <https://doi.org/10.51359/1679-1827.2023.256871>
- [6] Pablo Peron de Paula, Carlos Denner dos Santos (2024). [VULNERABILIDADE INICIAL PÓS-INCUBAÇÃO: PREVENDO A SOBREVIVÊNCIA ORGANIZACIONAL COM APRENDIZAGEM DE MÁQUINA](#) . *Revista Gestão e Desenvolvimento* , 21(1), 28–50. <https://doi.org/10.25112/rgd.v21i1.3250>
- [7] Dyego Alves da Silva, Carlos Denner dos Santos, Isabela Neves Ferraz (2024). [Como Promover a Colaboração em Plataformas de Dados Abertos?](#) . *Revista de Ciências da Administração* , 26(66), 1–30. <https://doi.org/10.5007/2175-8077.2024.e76382>

- [8] Pablo Peron de Paula, Carlos Denner dos Santos, Felipe Fróes Couto (2023). [Organizational Survival of Technology-Based Companies after Incubation: A Qualitative Comparative Explanation](#) . *Review of Business Management* , 25(4), 498–515. <https://doi.org/10.7819/rbgn.v25i4.4247>
- [9] Carlos Denner dos Santos, Marina Moreira, Amanda Panis, Dyego Alves (2022). [Crowdfunding for Entrepreneurial Education](#) . *International Journal of Information and Communication Technology Education* , 18(1), 1–13. <https://doi.org/10.4018/ijicte.315762>
- [10] Isabela Neves Ferraz, Carlos Denner dos Santos (2022). [TRANSFORMATION OF FREE AND OPEN SOURCE SOFTWARE DEVELOPMENT PROJECTS: GOVERNANCE BETWEEN THE CATHEDRAL AND BAZAAR](#) . *Revista de Administração de Empresas* , 62(1). <https://doi.org/10.1590/s0034-759020220104>
- [11] Gustavo de Freitas Alves, Carlos Denner dos Santos (2022). [The diffusion of innovations under normative induction in Brazil](#) . *RAUSP Management Journal* , 57(2), 149–164. <https://doi.org/10.1108/rausp-10-2020-0250>
- [12] Patricia Gomes Rêgo de Almeida, Carlos Denner dos Santos, Josivânia Silva Farias (2021). [Artificial Intelligence Regulation: a framework for governance](#) . *Ethics and Information Technology* , 23(3), 505–525. <https://doi.org/10.1007/s10676-021-09593-z>
- [13] Isabela Neves Ferraz, Carlos Denner dos Santos (2021). [Organization of Free and Open Source Software Projects: In-between the Community and Traditional Governance](#) . *Brazilian Business Review* , 18(3), 334–352. <https://doi.org/10.15728/bbr.2021.18.3.6>
- [14] Dyego Alves da Silva, JEOVAN ASSIS DA SILVA, Gustavo de Freitas Alves, Carlos Denner dos Santos (2021). [Gestão de riscos no setor público: revisão bibliométrica e proposta de agenda de pesquisa](#) . *Revista do Serviço Público* , 72(4), 824–854. <https://doi.org/10.21874/rsp.v72.i4.3991>
- [15] Paul Yejong Yoo, Mehrnoosh Movahed, Ishana Rue, Carlos Denner dos Santos, Annette Majnemer, Keiko ShikakoThomas (2021). [Changes in Use of a Leisure Activity Mobile App for Children With Disabilities During the COVID-19 Pandemic: Retrospective Study](#) . *JMIR Pediatrics and Parenting* , 5(1), e32274. <https://doi.org/10.2196/32274>
- [16] Anna Carolina Mendonça Lemos Ribeiro, Gisela Demo, Carlos Denner dos Santos (2021). [GRUPO FOCAL: APLICAÇÕES NA PESQUISA NACIONAL EM ADMINISTRAÇÃO](#). *Dialnet (Universidad de la Rioja)* .
- [17] Carlos Denner dos Santos, Mário A. R. Dantas, Rogério Atem de Carvalho, Hélio Lemes Costa Júnior, Letícia Almeida Amaral (2021). [Tecnologias e dados abertos para inovação em Governo](#) . .
- [18] Anna Carolina Mendonça Lemos Ribeiro, Carlos Denner dos Santos (2020). [Isso não é uma pirâmide: revisando o modelo clássico de dado, informação, conhecimento e sabedoria](#) . *Ciência da Informação* , 49(2). <https://doi.org/10.18225/ci.inf.v49i2.5066>
- [19] Carlos Denner dos Santos, Isac de Castro, Silvia Satiko Onoyama, Marina Figueiredo Moreira (2020). [Bucking the Trend: An Agentive Perspective of Managerial Influence on BlogS Attractiveness](#) . *Proceedings of the ... Annual Hawaii International Conference on System Sciences/Proceedings of the Annual Hawaii International Conference on System Sciences* . <https://doi.org/10.24251/hicss.2020.341>
- [20] Christina Rita Laila Kohler, Carlos Denner dos Santos, Marcel Bursztyn (2019). [Understanding environmental terrorism in times of climate change: Implications for asylum seekers in Germany](#) . *Research*

in Globalization , 1, 100006. <https://doi.org/10.1016/j.resglo.2019.100006>

- [21] Leonardo Ferreira de Oliveira, Carlos Denner dos Santos (2019). **INTENDED AND UNINTENDED CONSEQUENCES OF INNOVATION ADOPTION: OPEN GOVERNMENT DATA ADOPTION BY THE FEDERAL DISTRICT OF BRAZIL** . *REAd Revista Eletrônica de Administração (Porto Alegre)* , 25(1), 1–25. <https://doi.org/10.1590/1413-2311.214.80559>
- [22] LUIZ FERNANDO Silva PINTO, Carlos Denner dos Santos, Silvia Satiko Onoyoma Mori (2019). **Individual factors that influence effort and contributions on Wikipedia** . *Academy of Management Proceedings* , 2019(1), 18429. <https://doi.org/10.5465/ambpp.2019.18429abstract>
- [23] Amanda Panis, Carlos Denner dos Santos, Júnio Borges Silva Silva (2019). Crowdfunding in Higher Education: A Classroom Exercise for Knowledge Application and Transfer. *AIS Electronic Library (AISEL) (Association for Information Systems)* .
- [24] Dyego Alves Silva, Carlos Denner dos Santos (2019). Open Government Data: From Transparency to Social Participation. *AIS Electronic Library (AISEL) (Association for Information Systems)* .
- [25] Luiz Fernando Silva Pinto, Carlos Denner dos Santos (2018). **Motivations of crowdsourcing contributors** . *Innovation & Management Review* , 15(1), 58–72. <https://doi.org/10.1108/inmr-02-2018-004>
- [26] Leonardo Ferreira de Oliveira, Carlos Denner dos Santos (2018). **Public value innovation** . . <https://doi.org/10.1145/3209281.3209357>
- [27] Thayssa Lamas Gelenske, Josivânia Silva Farias, Carlos Denner dos Santos (2018). **THE PERCEIVED RISK AND TRUST IN THE BANK'S BRAND ON THE MOBILE BANKING USER VISION** . *Reuna* , 23(2), 1–22. <https://doi.org/10.21714/2179-8834/2018v23n2p1-22>
- [28] Pablo Peron de Paula, Josivânia Silva Farias, Carlos Denner dos Santos (2018). **UMA ANÁLISE SOBRE STARTUPS DE BASE TECNOLÓGICA A PARTIR DA LITERATURA DO PERÍODO 2008-2017** . *Anais do ... EGEPE* . <https://doi.org/10.17648/egepe-2018-83624>
- [29] Gustavo de Freitas Alves, Carlos Denner dos Santos (2018). The Day after Adoption: Managerial Innovation Abandonment and Recycling. *AIS Electronic Library (AISEL) (Association for Information Systems)* .
- [30] Anna Carolina Mendonça Lemos Ribeiro, Carlos Denner dos Santos (2018). Isso não é uma pirâmide: revisando o modelo clássico de dado, informação, conhecimento e sabedoria. .
- [31] Leonel Cerqueira Santos, Carlos Denner dos Santos (2017). **A study on the impact of non-operational mechanisms on the effectiveness of public information technology governance** . *Revista de Administração* , 52(3), 256–267. <https://doi.org/10.1016/j.rausp.2017.05.005>
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- [33] Daniel Esashika, Carlos Denner dos Santos (2017). **The influence of sponsors on organizational structure of free software communities** . . <https://doi.org/10.1145/3167020.3167060>
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- [36] Juliana Queirós Miranda, Carlos Denner dos Santos, Alexandre Teixeira Dias (2016). [A INFLUÊNCIA DAS VARIÁVEIS AMBIENTAIS E ORGANIZACIONAIS NO DESEMPENHO DE STARTUPS](#) . *REGEPE Entrepreneurship and Small Business Journal* , 5(1), 28–65. <https://doi.org/10.14211/regepe.v5i1.256>
- [37] Leonardo Ferreira de Oliveira, Carlos Denner dos Santos (2016). The Two Sides of the Innovation Coin. *Americas Conference on Information Systems* .
- [38] Carlos Denner dos Santos, Pedro Isaías (2016). AFTER-SALES AND CRM: THEIR ROLE AS A DIFFERENTIATION STRATEGY FOR CLIENTS. .
- [39] Isadora Vergara Castro, Carlos Denner dos Santos (2015). ["O Que Gerencio e de Quem Dependo?": Determinantes da Ação de Blogueiros](#) . *Revista de Administração Contemporânea* , 19(4), 486–507. <https://doi.org/10.1590/1982-7849rac20151831>
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- [41] Carlos Denner dos Santos, Luiz Fernando Silva Pinto (2015). Motivações dos Contribuidores de Crowd-sourcing. *Americas Conference on Information Systems* .
- [42] Daniel Hastenreiter, Carlos Denner dos Santos (2015). Impactos da Escolha da Licença na Dinâmica de Desenvolvimento de Software Livre. *Americas Conference on Information Systems* .
- [43] Gelson Heindrickson, Carlos Denner dos Santos (2014). [Information Technology Governance in Public Organizations: How Perceived Effectiveness Relates to Three Classical Mechanisms](#) . *Journal of Information Systems and Technology Management* , 11(2), 297–326. <https://doi.org/10.4301/s1807-17752014000200005>
- [44] Laura Carletti, Tim Coughlan, Jon Christensen, Elizabeth M. Gerber, Gabriella Giannachi, Stefan Schutt, Rebecca Sinker, Carlos Denner dos Santos (2014). [Structures for knowledge co-creation between organisations and the public](#) . . <https://doi.org/10.1145/2556420.2558854>
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- [50] Carlos Denner dos Santos, Marcos Bonci Cavalca, Fábio Kon, Júlio M. Singer, Victor Ritter, Damaris Regina, Tamy Tsujimoto (2011). Intellectual property policy and attractiveness . . <https://doi.org/10.1145/1958824.1958950>
- [51] Carlos Denner dos Santos, Marcos Bonci Cavalca, Fábio Kon, Júlio M. Singer, Victor Ritter, Damaris Regina, Tamy Tsujimoto (2011). Intellectual property policy and attractiveness. *Conference on Computer Supported Cooperative Work* .
- [52] Paulo Meirelles, Carlos Denner dos Santos, João Machini de Miranda, Fábio Kon, Antonio Terceiro, Christina Chávez (2010). *A Study of the Relationships between Source Code Metrics and Attractiveness in Free Software Projects* . . <https://doi.org/10.1109/sbes.2010.27>
- [53] Carlos Denner dos Santos, Fábio Kon, John Pearson (2010). Attractiveness Of Free And Open Source Software Projects. *AIS Electronic Library (AISeL) (Association for Information Systems)* .
- [54] Carlos Denner dos Santos, Kay M. Nelson (2010). **MOTIVATION TO CREATE FREE AND OPEN SOURCE PROJECTS AND HOW DECISIONS IMPACT SUCCESS** . *Revista Eletrônica de Sistemas de Informação* , 9(2), 4. <https://doi.org/10.5329/resi.2010.0902004>
- [55] Carlos Denner dos Santos (2008). Understanding Partnerships between Corporations and the Open Source Community: A Research Gap . *IEEE Software* , 25(6), 96–97. <https://doi.org/10.1109/ms.2008.167>
- [56] Scott Brookhart, Cristiano di Flora, Carlos Denner dos Santos (2007). Bookshelf . *IEEE Software* , 24(1), 92–94. <https://doi.org/10.1109/ms.2007.7>
- [57] Carlos Denner dos Santos, Márcio Augusto Gonçalves (2006). Análise da Substituição de um Software Proprietário por um Software Livre sob a ótica do Custo Total de Propriedade:Estudo de Caso do Setor de Peças Automobilísticas. *DOAJ (DOAJ: Directory of Open Access Journals)* .
- [58] Carlos Denner dos Santos, Márcio Augusto Gonçalves (2005). Análise da Substituição de um Software Proprietário por um Software Livre Sob a Ótica do TCO (Custo Total de Propriedade):Estudo de Caso do Setor de Peças Automobilísticas. *Americanae (AECID Library)* .

Conference Papers

- [1] Luiz P. de Oliveira, Alexandre P. S. Souza, Carlos Denner dos Santos, Iberê R. S. Júnior, Bárbara Silva, Marco Antônio Pereira, Frederico A. Genezini, J.A. Perrotta (2025). *Unlocking New Frontiers: The Versatile Potential of the Brazilian Multipurpose Reactor* . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2510.10657>
- [2] Ebrahim Mahmoudi, Paul Yejong Yoo, Ananya Chandra, Roberta Cardoso, Carlos Denner dos Santos, Annette Majnemer, Keiko ShikakoThomas (2023). *Gamification in Mobile Apps for Children With Disabilities: Scoping Review (Preprint)* . . <https://doi.org/10.2196/preprints.49029>
- [3] Carlos Denner dos Santos (2023). *Review of: "Artificial Intelligence and Organizational Change"* . . <https://doi.org/10.32388/5se610>

- [4] Ali Etkkali, Poba-Nzou Placide, Carlos Denner dos Santos (2022). **ICT Governance Performance Implications in Higher Education: A Systematic Review of the Literature** . . <https://doi.org/10.1109/icenco55801.2022.10032465>
- [5] Daniel Esashika, Carlos Denner dos Santos (2022). **The influence of sponsors on organizational structure of free software communities** . . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2007.02426>
- [6] Luiz Fernando Silva Pinto, Carlos Denner dos Santos, Silvia Satiko Onoyama (2022). **Individual Factors that Influence Effort and Contributions on Wikipedia** . . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2007.07333>
- [7] Carlos Denner dos Santos, Jessica Alves (2022). **Home Advantage in the Brazilian Elite Football: Verifying managers' capacity to outperform their disadvantage** . . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2007.12255>
- [8] Carlos Denner dos Santos, Isadora Castro, George Kuk, Silvia Satiko Onoyama, Marina Figueiredo Moreira (2022). **Bucking the Trend: An Agentive Perspective of Managerial Influence on Blogs Attractiveness** . . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2006.16944>
- [9] Paul Yejong Yoo, Mehrnoosh Movahed, Ishana Rue, Carlos Denner dos Santos, Annette Majnemer, Keiko ShikakoThomas (2021). **Changes in Use of a Leisure Activity Mobile App for Children With Disabilities During the COVID-19 Pandemic: Retrospective Study (Preprint)** . . <https://doi.org/10.2196/preprints.32274>
- [10] Anna Carolina Mendonça Lemos Ribeiro, Carlos Denner dos Santos (2020). **This is not a pyramid: revising the data, information, knowledge and wisdom classical model** . . <https://doi.org/10.21452/1518-83532020006>
- [11] Carlos Denner dos Santos, Isadora Castro, George Kuk, Silvia Satiko Onoyama, Marina Figueiredo Moreira (2020). **Bucking the Trend: An Agentive Perspective of Managerial Influence on Blogs Attractiveness** . . *arXiv (Cornell University)* .
- [12] Carlos Denner dos Santos, Jessica Alves (2020). **Home Advantage in the Brazilian Elite Football: Verifying managers' capacity to outperform their disadvantage** . . *arXiv (Cornell University)* .
- [13] Pedro M. Gardete, Carlos Denner dos Santos (2020). **No data? No problem! A Search-based Recommendation System with Cold Starts** . . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2010.03455>
- [14] Daniel Esashika, Carlos Denner dos Santos (2020). **The influence of sponsors on organizational structure of free software communities** . . *arXiv (Cornell University)* . <https://doi.org/10.48550/arxiv.2007.02426>
- [15] Carlos Denner dos Santos (2014). **Editorial** . . *Revista Eletrônica de Sistemas de Informação* , 13(2). <https://doi.org/10.21529/resi.2014.1302000>
- [16] Carlos Denner dos Santos (2014). **Editorial** . . *Revista Eletrônica de Sistemas de Informação* , 13(2). <https://doi.org/10.5329/resi.2014.1302000>

Book Chapters

- [1] Rosane Moura Aguiar, Carla Campos, Carlos Denner dos Santos (2025). [The Relevance of Simons Levers of Control Model on Individual Performance](#) . *Lecture notes in networks and systems* . https://doi.org/10.1007/978-3-032-00701-8_33
- [2] Anna Carolina M. L. Ribeiro, Pedro Cavalcanti Ferreira, Carlos Denner dos Santos (2024). [Automação e mercado de trabalho: análise da literatura e evidências empíricas](#) . *IPEA eBooks* . <https://doi.org/10.38116/9786556350660cap7>
- [3] Leonardo Ferreira de Oliveira, Carlos Denner dos Santos (2018). [Open Innovation in the Public Sector](#) . *Springer proceedings in complexity* . https://doi.org/10.1007/978-3-319-96661-8_47
- [4] Carlos Denner dos Santos, Márcio Augusto Gonçalves, Fábio Kon (2011). [Apache Sustained Competitive Advantage in the Web Server Industry](#) . *IGI Global eBooks* . <https://doi.org/10.4018/978-1-61350-519-9.ch013>

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