

PHILOSOPHY

THE VALUE OF A CITATION

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<https://www.jstor.org/stable/145797>

Using data from three separate state university systems, we find that this variable is indeed positively and significantly related to a scholar's pay, at least in the case of research-oriented higher education institutions. More specifically, we find that an increase in this variable is associated with a 2.8 to 8.9% boost in the salaries of college and university faculty.

[1 highly cited paper equals \\$13,500 in the US](#) which is a large [increase from 1986](#).

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