

# A study of relationship between risk communication and trust

黃進德、劉莉玲

E-mail: 324331@mail.dyu.edu.tw

## ABSTRACT

From customer's point of view, if customer can understand the process and risk of medical treatment in advance then they can easily make the decision for selecting the treatment. Utilized the risk communication can reduce the customer's mistrust and avoid the medical dispute. However, whether the risk communication will really increase the customer's desire for taking the medical treatment or not? It is the topic of this research would like to deals with. The methodology of this research will consist of three variables: Independent Variable (Risk Communication), Inter Variable (Information Identification) and Dependent Variable (Customer Trust). The questionnaires are distributed to the customers, who are over eighteen years old and live in Taiwan, in a random way. The 463 effective questionnaires have been collected and analyzed with the Hierarchical Regression of SPSS17. The results are as follows. The risk communication has a positive effect on information identification. The information identification has positive effect on customer trust. Nevertheless, the awareness of hazard in risk communication has no positive effect on information identification. Therefore, the result is not sustained. According to the results above, some suggestions will make for the government medical department and hospital as follow: 1. The government medical department and hospital should establish a completed risk communication channel with customers. That will let the customer gain the identification on medical information. Further, it will gain the customer trust on government medical service. 2. The medical information which government medical department and hospital will provide must have correctness and completeness. Because of only the correct and complete information would let the customer generate the identification and increase the trust.

Keywords : Risk Communication、Information Identification、Customer Trust

## Table of Contents

內容目錄 中文摘要.....	iii 英文摘要.....
.....v 誌謝辭.....	vi 內容目錄.....
.....vii 表目錄.....	ix 圖目錄.....
.....xi 第一章 緒論.....	1 第一節 研究背景與動機.....
..... 1 第二節 研究問題與目的.....	3 第三節 研究範圍與對象.....
..... 5 第二章 文獻探討.....	6 第一節 風險溝通.....
..... 6 第二節 訊息認同.....	11 第三節 信任..... 13
第四節 影響信任的因素.....	15 第三章 研究方法..... 17 第
第一節 研究架構.....	17 第二節 操作型定義與衡量工具..... 18 第三節 研
究假設.....	23 第四節 樣本與資料蒐集..... 26 第五節 資料分析
方法.....	27 第四章 研究結果與分析..... 30 第一節 描述型統計
分析.....	30 第二節 因素分析..... 32 第三節 信度分析.....
..... 36 第四節 相關分析.....	37 第五節 平均數差異分析.....
..... 40 第六節 迴歸分析.....	50 第五章 結論與建議.....
..... 73 第一節 結論.....	73 第二節 與先前文獻之異同說明.....
..... 76 第三節 實務上的建議.....	77 第四節 研究限制與研究建議.....
..... 78 參考文獻.....	79 中文部分.....
..... 79 英文部分.....	81 附錄 問卷.....
88 表 目 錄 表3-1 問卷發放及回收情形表 .....	27 表4-1 描述性統計分析表 .....
..... 31 表4-2 風險溝通因素分析表 .....	.....
..... 33 表4-3 訊息認同因素分析表 .....	34 表4-4 信任因素分析表 .....
..... 35 表4-5 風險溝通信度分析表 .....	.....
..... 36 表4-6 訊息認同信度分析表 .....	37 表4-7 信任信度分析表 .....
..... 37 表4-8 各變數、構面間相關係數表 .....	.....
..... 39 表4-9 施打疫苗對各變數之獨立樣本T檢定分析 .....	40 表4-10 性別對各變數之

獨立樣本T檢定分析 . . . . .	41	表4-11 對醫療資訊的態度之平均數差異分析表 . . . . .
43 表4-12 醫療資訊的說服力之平均數差異分析表 . . . . .	44	表4-13 對危害認知之平均數差異分析表 . . . . .
平均數差異分析表 . . . . .	45	表4-14 訊息認同之平均數差異分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	48	表4-16 風險溝通、訊息認同與消費者信任之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	50	表4-17 風險溝通、訊息認同對消費者信任變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	51	表4-18 風險溝通與訊息認同之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	53	表4-19 風險溝通對訊息認同變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	54	表4-20 風險溝通之對醫療資訊的態度、訊息認同與消費者信任之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	56	表4-21 風險溝通-對醫療資訊的態度、訊息認同對消費者信任變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	57	表4-22 風險溝通之對醫療訊息的態度與訊息認同之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	59	表4-23 風險溝通-對醫療資訊的態度對訊息認同變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	60	表4-24 風險溝通-醫療資訊的說服力、訊息認同與消費者信任之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	62	表4-25 風險溝通-醫療資訊的說服力、訊息認同對消費者信任變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	63	表4-26 風險溝通-醫療訊息的說服力與訊息認同之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	65	表4-27 風險溝通-醫療資訊的說服力對訊息認同變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	66	表4-28 風險溝通-對危害的認知、訊息認同與消費者信任之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	68	表4-29 風險溝通-對危害的認知、訊息認同對消費者信任變異數膨脹因素VIF值與Durbin-Watson值分析 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	69	表4-30 風險溝通-對危害的認知與訊息認同之階層迴歸分析表 . . . . .
47 表4-15 消費者信任之平均數差異分析表 . . . . .	70	表4-31 風險溝通-對危害的認知對訊息認同變異數膨脹因素VIF值與Durbin-Watson值分析表 . . . . .
71 表5-1 研究實證結果彙整表 . . . . .	75	圖 目 錄 圖3- 1 研究架構圖
71 表5-1 研究實證結果彙整表 . . . . .	17	圖4- 1 風險溝通、訊息認同與消費者信任迴歸路徑係數分析圖 . . . . .
71 表5-1 研究實證結果彙整表 . . . . .	55	圖4- 2 風險溝通-對醫療訊息的態度、訊息認同與消費者信任迴歸路徑係數分析圖 . . . . .
71 表5-1 研究實證結果彙整表 . . . . .	61	圖4- 3 風險溝通-醫療資訊的說服力、訊息認同與消費者信任迴歸路徑係數分析圖 . . . . .
	67	

## REFERENCES

- 一、中文部份 丘昌泰 (1999) , 公害社區風險溝通之問題與對策 , 法商學報 , 第34期 , pp.17-48。 林東龍 (2004) , 醫療糾紛之社會控制:社會學的分析 , 國立中山大學中山學術研究所博士論文。 林思偕 (2010) , 新型流感(H1N1)疫苗事件的省思 , 長庚醫訊 , 第三十一卷第二期。 吳宜蓁 (2004) , SARS風暴的危機溝通與現階段宣導策略檢視:以台灣政府為例 , 遠景基金會季?c , 第5卷 , 第4期 , pp.107-148。 周桂田 (2003) , 全球在地化風險下之風險溝通與風險評估 以SARS為Case分析 , 疾病與社會:台灣歷經SARS風暴之醫學與人為反省學術研討會。 周桂田 (2009) , 科學專業主義的治理問題SARS、H1N1、Dioxin、BSE、Melamine的管制科學與文化。 孫曼蘋 (2003) , 全球化SARS風暴 , 國際媒體風險呈現之初探 , 全球化時代與新聞報導研討會。 陳英傑、陳英豪 (2008) , 應用病患滿意度概念於醫療風險溝通之探析 , 品質月?c , 第44卷 , 第5期 , pp. 14-17。 陳雅芃 (2009) , 疫苗緩打期 , 政府的危機處理不及格 , 新新聞 , 第1191期。 黃賀、蘇英芳 (2005) , 我國銀行業人際信任度之研究 , 人力資源管理學報 , 第一卷 , 第三期 , pp. 1-20。 楊祖珺 譯(2002)著 , 傳播及文化研究主要概念〔工具書〕。台北:遠流。(原書:O ' Sullivan, T., Hartley, J., Saunders, D., Montgomery, M. & Fiske, J. [c1994]. Key concepts in communication and cultural studies (2nd ed.). London: Routledge.) 顧忠華 (1994) , 風險社會的概念及其理論意涵 , 今日社會理論學術研討會發表論文。 顧忠華 (2003) , 風險社會中的風險治理 SARS事件的啟示 , 當代 , 第194期 , pp.54-61。 中國時報(2009), 摘自網路 <http://life.chinatimes.com/2009Cti/Channel/Life/life-article/0,5047,100302+112009082900028,00.html>
- 二、英文部份 Anderson, J. C. and J. A. Narus, (1990), " A model of Distributor Firm and Manufacturer Firm Working Partnerships," Journal of Marketing, Vol. 54, pp. 42-58. Ashforth, Blake E., Fred Mael (1989), " Social identity theory and the organization ", Academy of Management Review, 14, pp. 20-39. Baram M., (1989), Risk Communication: Moving from Theory to Law to Practice. In V. T. Covello, D. B. McCallum, and M. T. Pavlova (Eds.), Effective Risk Communication. New York: Plenum Press. Beck, U., (1995), Ecological Politics in an Age of Risk. London: Polity Press. Bhattacharya C. B. & Sankar Sen (2003), " Consumer-Company Identification: A Framework for Understanding Consumers ' Relationship With Companies. " Journal of Marketing, 67, April, pp.76-88. Brewer, Marilyn B. ((1991), " The Social Self: On Being the Same and Different at the same Time. " Personality and Social Psychology, 78(1), pp. 38-52. Bergami, Massimo & Richard P. Bagozzi (2000), " Self-Categorization, Affective Commitment and Group Self-Esteem as Distinct Aspects of Social Identity in the Organization. " British Journal of Social Psychology, 39(4), pp. 555-577. Coleman , J. ( 1990 ) . Foundations of Social Theory . Cambridge: Harvard University Press. Covello, V. T., David B. McCaiium, and Maria Pavlova, (1989), Principles and Guidelines for Improving Risk Communication. In V. T. Covello, D. B. McCallum, and M. T. Pavlova(Eds.), Effective Risk Communication. New York: Plenum Press. Covello, V. T., (1992), Risk Communication: An Emerging Area of Health Communication Research. In S. A. Deetz(Ed.), Communication Yearbook, 15, 359-373. Newbury park, CA: Sage. Daggett, C. J. (1989), The role of risk communication in environmental gridlock. In V. T. Covello, D. B. McCallum, and M. T. Pavlova(Eds.), Effective Risk Communication. New York: Plenum Press. Davis , J . , Schhorman , F . D . , Mayer , R . and Tan , H . (2000) . Trusted Unit Manager and Business Unit Performance: Empirical Evidence of a Competitive Advantage . Strategic Management Journal . Vol. 21 , pp 563 –

576. De Dreu , C . , Giebels , E . and Van de Vliert , E . ( 1998 ) . Social Motives and Trust in Integrative Negotiation: The Disruptive Effects of Punitive Capability . Journal of Applied Psychology . Vol. 83 , pp 408 – 423. Dutton Jane E., Janet M. Dukerich & Celia V. Harquail (1994), “ Organizational Images and Member Identification. ” Administrative Science Quarterly, 39(34), pp. 239-263. Dwyer, F. R., P. H. Schurr, and S. On, (1987), Developing Buyer-Seller Relationships, Journal of Marketing, Vol. 51, pp. 11-27. Etgar, M., (1976), Channel Domination and Countervailing Power in Distributive Channels, Journal of Marketing Research, Vol.13, pp. 254-262. Feng, J., Lazar J., and Preece, J. (2004), “ Empathy and Online interpersonal Trust: A Fragile Relationship, ” Behavior & Information Technology, Vol. 23, No. 2, pp. 97-106. Fishbein , M . and Ajzen , I . ( 1975 ) . Belief, Attitude, Intention, and Behavior: An Introduction to Theory and Research . Reading, MA: Addison-Wesley. Frewer , L . J . , Howard , C . , Hedderley , D . and Shepherd , R . ( 1996 ) . What Determines Trust in Information About Food-Related Risk? Risk Analysis . Vol. 16 , No. 4 , pp 473 – 486. Frewer, Lynn J. (1999), Public risk perceptions and risk communication, in Bennet, P & Calman S. K. (ed.) Risk communication and public health, p. 20-32. Frith, S., (1996), Music and identity. In stuart Hall & Paul du Gay (Eds.). Questions of Cultural Identity, pp. 108-127. London: Sage Publications. Gambetta , D . ( 1998 ) . Trust: Making and Breaking Cooperative Relations . Cambridge: UK, Basil Blackwell. Hall, S., (1996), Introduction: who needs identity. In Stuart Hall & Paul du Gay (Eds.). Questions of Cultural Identity, pp. 1-17. London: Sage Publication. Ickes, W. (1993), “ Empathic Accuracy, ” Journal of Personality, Vol. 61, pp. 687-610. Kasperson, E. E., & Palmlund, I., (1989), Evaluating Risk Communication. In V. T. Covello., D. B. McCallum., & M. T. Pavlova (Eds.) Effective Risk Communication. New York: Plenum Press. Kelman, H. C. (1969), “ Process of Opinion Change. ” Public Opinion Quarterly, 25, pp. 57-58. Klimoski , R . J . and Karol , B . ( 1976 ) . The Impact of Trust on Creative Problem Solving Groups . Journal of Psychology . Vol. 61 , pp 630 – 633. Larson , C . and LaFasto , F . ( 1989 ) . Teamwork . Newbury Park, CA: Sage. Lee, J. and Y. Kim, (1999), Effect of Partnership Quality on IS Outsourcing Success: Conceptual framework and Empirical Validation, journal of Management Information Systems, Vol. 15, No. 4, pp. 29-61. Lennart Sjoberga, (2008), Antagonism, Trust and Perceived Risk, Risk Management 2008, 10, pp. 32-55. Mayer , R . C . , Davis , J . H . and Schoorman , F . D . ( 1995 ) . An Integrative Model of Organizational Trust . Academy of Management Review . Vol. 20 , pp 709 – 734. Mead, G. H. (1974), Mind, Self and Society. The University of Chicago Press. Miller, David & Macintyre, Sally, (1999), The relationships between the media, public beliefs, and policy-making, in Bennet, P & Calman S. K. (ed.) Risk communication and public health, p. 229-240. Morgan, R. M. and S.D. Hunt, (1994), “ The Commitment-Trust Theory of Relationship Marketing, ” Journal of Marketing Vol.58, pp. 20-38. Morgan and Hunt ’ s ( 1994 ) , “ Customer empowerment and relationship outcomes in healthcare consultations. ” , pp 1076 Otway , H . and Wynne , B ., ( 1989 ), Risk Communication: Paradigm and Paradox . Risk Analysis . Vol. 9 , No. 2 , pp 141 – 145 . Putnam , L . L . ( 1983 ) . The Interpretive Perspective: An Alternative to Functionalism.In Putnam, L.L. and Pacanowsky, M.E. (eds) Communication and Organization . Beverly Hills, CA: Sage , pp 31 – 54. Renn , O . and Levine , D . ( 1991 ) . Credibility and Trust in Risk Communication . In Kasperson, R.E. and Stallen, P.J.M. (eds) Communicating Risks to the Public . Dordrecht: Kluwer , pp 175 – 218. Robyn Ouschan, Jillian Sweeney, Lester Johnson (2006). Customer empowerment and relationship outcomes in healthcare consultations. Pp 1078. Rousseau , D . , Sitkin , S . , Burt , R . and Camerer , C . ( 1998 ) . Not So Different After All: A Cross-Discipline View of Trust . Academy of Management Review . Vol. 23 , pp 387 – 392. Seeger, M. W., Sellnow, T. L., and Ulmer, R. R. (2001), Public Relations and Crisis Communication: Organizing and Chaos. In R. L. Heath(Ed), Handbook of Public Relations (pp. 156-166). London: Sage. Slovic, Paul, (2000c), Perceived Risk, Trust and Democracy, in The Perception of Risk, Earthscan Publications Ltd, London and Sterling, VA, p. 316-326. Slovic, Paul, (2000d), Trust, Emotion, Sex, Politics and Science: Surveying the Risk-assessment Battlefield, in The Perception of Risk, Earthscan Publications Ltd, London and Sterling, VA, p. 390-412. Sucharita Chandran and Geeta Menon, (2004), The Journal of Consumer Research. Vol. 31, No. 2, pp. 375-389. Tajfel, Henri, & J.C., Turner (1985), “ The Social Identity Theory of Intergroup Behavior ” Psychology of Intergroup Relations, 2, pp. 7-24. Wynne, B. (1980), Technology, risk and participation: On the social treatment of uncertainty. In J. Conrad (Ed.) Society, technology and risk assessment. New York: Academic press. Pp. 173-208.