A study of brand extension and brand equity of famous athletic shoes brands in Taiwan and Mainland C

王捷毅、封德台

E-mail: 345380@mail.dyu.edu.tw

ABSTRACT

In the study, our main object is to discuss (1) the effect of initial parent brand equity on consumer 's brand extension attitude, (2) the effect of category fit on consumer 's brand extension attitude, (3) the effect of image fit on consumer 's brand extension attitude, and (4) the effect of consumer 's brand extension attitude on initial parent brand equity. This study could help the dealer in sport industry to understand how to increase consumer 's purchase intention. This study adopts Structural Equation Modeling (SEM) to examine our model, in order to explore whether there is a correlation between each variables or not, we aimed at the consumers who lives in Taiwan and China (they have the experiences to purchase the well-known brand sports shoes) to survey. We total send 240 questionnaires out. The results of study indicated that there is a positive relationship between initial parent brand equity and consumer 's brand extension attitude, there is a positive relationship between category fit and consumer 's brand extension attitude, there is a positive influence on initial parent brand equity. Key Words: category fit, image fit, initial parent brand equity, consumer 's attitude toward brand extensions, final parent brand equity

Keywords: final parent brand equity、category fit、image fit、initial parent brand equity、consumer's attitude toward brand extensions

Table of Contents

中文摘要	i 英文摘要	iii
中文摘要 致謝辭	iv 目錄	
v 表目錄	vi 圖目錄	
ix 第一章 緒論 1 第一節 研究	的 到機與背景 1 第二節 研究目的 3 第三節	研究對象與範圍4第
四節 研究流程 4 第二章 文獻探討與假說 7 第一節 台灣	彎運動鞋產業的現況 7 第二節 類別配適度 13	第三節 形象配適度 14
第四節 消費者對品牌延伸的態度 15 第五節 母品牌權益	19 第六節 變項間之關係 21 第三章 研究方法	去 26 第一節 研究架構
26 第二節 研究假設 27 第三節 變項之操作性定義與衡	量 27 第四節 問卷設計 33 第五節 資料分析	f方法 35 第四章資料分
析與結果 38 第一節 樣本敘述性統計 39 第二節 信度分析	斤 43 第三節 效度分析 45 第四節 獨立樣本t村	儉定和單因子變異數分
析 49 第五節 各變項上之相關分析 58 第六節 結構方程式	式之建立與分析 60 第五章 結論與建議 65 第	一節 研究結論 66 第二
節 理論意涵 68 第三節 實務意涵 71 參考文獻 75 附錄A	問卷發放繁體版 83 附錄B 問卷發放簡體版 8	88 表目錄 表2-1 台灣運
動用品業發展階段過程 7 表3-1 品牌權益衡量問項 29 表	3-2消費者對品牌延伸的態度衡量問項 30 表	3-3 類別配適度衡量問
項 30 表3-4 形象配適度衡量問項 31 表3-5最終母品牌權	益衡量問項 32 表4-1 兩岸樣本回收 38 表4-2	台灣地區樣本之基本資
料分析 41 表4-3 大陸地區樣本之基本資料分析 42 表4-4	兩岸地區個構念之信度分析 45 表4-5 台灣地	區因素效度分析表 46
表4-6 大陸地區因素效度分析表 47 表4-7 兩岸地區對最初	刃母品牌權益與各控制變數之差異分析 50 表	4-8 兩岸地區對類別配
適度與各控制變數之差異分析 51 表4-9 兩岸地區對形象	配適度與各控制變數之差異分析 53 表4-10	兩岸地區消費者對品牌
延伸的態度與各控制變數之差異分析 55 表4-11 兩岸地區	區最終母品牌權益與各控制變數之差異分析	57 表4-12 台灣地區之皮
爾森相關分析表 59 表4-13 大陸地區之皮爾森相關分析表	表 60 表4-14 台灣大陸地區各構面之AMOS分	析 61 表4-15 台灣大陸
地區整體模式配適標準 63 表4-16 結構模式之路徑分析 6	65 表4-17 結構模式之假說驗證表 65 圖目錄	圖1-1 研究步驟流程圖 6
圖3-1 研究架構 26 圖4-1 台灣大陸整體模式研究分析 62		

REFERENCES

中文部份: 1.陳秀珠(1999)。品牌運動鞋在台灣競爭策略之研究。國立台灣大學商學研究所碩士論文。 2.李文娟(1997)。邁向運動用品業的戰國時代。大專體育,4,68-74。 3.張雙洲(1987)。我國運動用品國際促銷之研究。國立政治大學企管研究所碩士論文(未出版)。 英文部份: Aaker, D. A. (1991). Brand extensions: 'The good, the bad, the ugly'. Sloan Management Review, 31, 47 – 56. Aaker, D. A., & Keller, K. L. (1990). Consumer evaluations of brand extensions. Journal of Marketing, 54(1), 27 – 41. Abhishek Dwivedi, Bill Merrilees, Arthur Sweeney (2009), "Brand extension feedback effects: A holistic framework." Journal of Brand Management Ambler, T. (2003). Marketing

```
and the bottom line. London: FT Prentice Hall. Batra, Rajeev and Pamela Miles Homer (2004), "The Situational Impact of Brand Image Beliefs,
 " Journal of Consumer Psychology, 14 (3), 318 – 30. —, Donald R. Lehmann, and Dipinder Singh (1993), "The Brand Personality
Component of Brand Goodwill: Some Antecedents and Consequences, " in Brand Equity and Advertising, David A. Aaker and Alexander Biel,
eds. Hillsdale, NJ: Lawrence Erlbaum Associates, 83 – 96. Baumgarth, Carsten (2004), " Evaluations of Co-Brands and Spillover-Effects: Further
Empirical Results", Journal of Marketing Communications, 10 (2), 115-131. Beatty, Sharon E. and Lynn R. Kahle (1988), "Alternative
Hierarchies of the Attitude- Behavior Relationship: The Impact of Brand Commitment and Habit. "Journal of the Academic of Marketing
Science: pp. 1-10. Bengtsson, Anders and Per Servais (2005), "Co-branding on industrial markets", Industrial Marketing Management,
34,706-713. Bhat, S., & Reddy, S. K. (2001). The impact of parent brand attribute associations and affect on brand extension evaluation. Journal of
Business Research, 53, 111 – 122. Bottomley, P. A., & Holden, S. J. S. (2001). Do we really know how consumers evaluate brand extensions?
Empirical generalizations based on secondary analysis of eight studies. Journal of Marketing Research, 38, 494 – 500. Boush, D. M. (1993). How
advertising slogans can prime evaluations of brand extensions. Psychology and Marketing, 10(1),67 – 78. Boush, D. M., Shipp, S., Loken, B.,
Genturck, E., Crockett, S., Kennedy, E., et al. (1987). Affect generalization to similar and dissimilar brand extensions. Psychology and Marketing,
4(3), 225 – 237. Boush, David M. and Barbara Loken (1991), "A Process-Tracing Study of Brand Extension Evaluation," Journal of Marketing
Research, 28 (1), 16-28. Bridges, Sherd, Kevin Lane Keller, and Sanjay Sood (2000), "Communication Strategies for Brand Extensions: Enhancing
Perceived Fit by Establishing Explanatory Links," Journal of Advertising, 29 (4), 1-11. Broniarczyk, Susan M. and Joseph W. Alba (1994), "The
Importance of the Brand in Brand Extension," Journal of Marketing Research, 31 (2), 214-228. Chang, J. W. (2002). Will a family brand image be
diluted by an unfavorable brand extension? A brand trial-based approach. Advances in Consumer Research, 29, 299 - 304. Chen, A. C. -H., &
Chen, S. K. (2000). Brand dilution effect of extension failure—a Taiwan study. Journal of Product and Brand Management, 9(4), 243 – 254.
Czellar, S. (2003). Consumer attitude towards brand extensions: An integrative model and research propositions. International Journal of Research
in Marketing, 20(1), 97 - 115. dilution and enhancement ', Journal of Marketing Research, 35:4, 464-473. de Ruyter, K., &Wetzels, M. (2000).
The role of corporate image and extension similarity in service brand extensions. Journal of Economic Psychology, 21(6), 639 – 659. del R '?o, A.
B., V 'azquez, R., & Iglesias, V. (2001). The effects of brand associations on consumer response. Journal of Consumer Marketing, 18(5), 410
- 425. Eishbein, M., and Ajzen, I. (1975), Belief, attitude, intension and behavior: An introduction to theory and research. Reading: MA:
Addison-Wesley. Ernst & Young and Nielsen (1999) New Product Introduction: Successful Innovation/ Failure: A Fragile Boundary. Fishbein, M.,
& Ajzen, I. (1975). Belief, attitude, intention and behavior: an introduction to theory and research. Reading, MA: Addison-Wesley. Fishbein, M., &
Middlestadt, S. (1995). Noncognitive effects on attitude formation and change: fact or artifact? Journal of Consumer Psychology, 4(2), 181 – 202.
Grime, I., Diamantopoulos, A., & Smith, G. (2002). Consumer evaluations of extensions and their effects on the core brand. European Journal of
Marketing, 36(11/12), 1415 – 1438. Gurhan-Canli, Z. and Maheswaran, D. (1998) 'The effects of extensions on brand name Herr, Paul M.,
Peter H. Farquhar, and Russell H. Fazio (1996), "Impact of Dominance and Relatedness on Brand Extensions," Journal of Consumer Psychology,
5 (2), 135-159. Holden, S. J. S., & Barwise, P. (1995). An empirical investigation of what it means to generalise. In M. Bergadaa` (Ed.), Proceedings
of the 24th Annual Conference of the European Marketing Academy, Cergy-Pontoise, France: ESSEC. Hoyer, W. D., & Brown, S. P. (1990).
Effects of brand awareness on choice for a common repeat-purchase product. Journal of Consumer Research, 17(2), 141 – 148. John R. Rossiter
and Larry Percy (1987), Advertising and Promotion Management, New York; McGraw-Hill; p. 57, John, Deborah Roedder and Barbara Loken
(1993), "Diluting Brand Equity: The Impact of Brand Extensions," Journal of Marketing, 57 (July), 71 – 84. Kapferer, J. -N. (1997). Strategic
brand management (2nd ed.).London: Kogan Page. Keller, K. L. (1998). Strategic brand management: building, measuring, and managing brand
equity. Upper Saddle River, NJ: Prentice-Hall. Keller, K. L., & Aaker, D. A. (1992). The effects of sequential introduction of brand extensions.
Journal of Marketing Research, 29(2), 35 - 50. Keller, K. L., & Sood, S. (2003). Brand equity dilution. Sloan Management Review, 45, 12 - 15.
Keller, K.L. (1998) Strategic Brand Management, New Jersey, Prentice Hall. Keller, K.L. (1993), "Conceptualizing, Measuring, and Managing
Customer-Based Brand Equity, " Journal of Marketing, 57 (January), 1 – 22. ——— (2003), Strategic Brand Management, 2d ed. Upper Saddle
River, NJ: Prentice Hall. Keller, Kevin Lane (2008), "Strategic Brand Management. Building, Measuring, and Managing Brand Equity", Upper
Saddle River, NJ: Prentice Hall (3rd edition). Klink, R. R., & Smith, D. C. (2001). Threats to the external validity of brand extension research.
Journal of Marketing Research, 38:3, 326-335. Lane, V. and Jacobsen, R. (1995) Stock market reactions to brand extension announcements:
Theeffects of brand attitude and familiarity. Journal of Marketing 59 (1): 63 - 77. Loken, B., & John, D. R. (1993). Diluting brand beliefs: When
do brand extensions have a negative impact? Journal of Marketing, 57, 71 – 84. Macdonald, E. K., & Sharp, B. M. (2000). Brand awareness effects
on consumer decision making for a common, repeat purchase product: A replication. Journal of Business Research, 48, 5 – 15. Mart '?nez, E., &
de Chernatony, L. (2004). The effect of brand extension strategies upon brand image. Journal of Consumer Marketing, 21(1), 39 – 50. Mart '?nez,
E., Polo, Y., &deChernatony, L. (2008). Effect of brand extension strategies on brand image: A comparative study of the UK and Spanish markets.
International Marketing Review, 25, 107 – 137. Martinez, E. and Pina, J. A. (2003) Negative impact of brand extensions on parent brand
image. Journal of Product and Brand Management 12 (6/7):432 - 448. Milberg, S. J., & Sinn, F. (2008). Vulnerability of global brands to
negative feedback effects. Journal of Business Research, 61, 684 – 690. 54:1, 27-41. Journal of Marketing, 65:4, 1-15. Milberg, S. J., Park,
C.W.,&McCarthy, M. S. (1997). Managing negative feedback effects associated with brand extensions: The impact of alternative branding
strategies. Journal of Consumer Psychology, 6, 119 – 140. Milewicz, J., & Herbig, P. (1994). Evaluating the brand extension decision using a model
of reputation building. Journal of Product and Brand Management, 3(1), 39 - 47. Park, C. W., Milberg, S., & Lawson, R. (1991). Evaluation of
```

brand extensions: The role of product feature similarity and brand concept consistency. Journal of Consumer Research, 18, 185 – 193. Park, C. Whan, Sung Youl Jun, and Allan D. Shocker (1996), "Composite branding alliances: An investigation of extension and feedback effects", Journal of Marketing Research, 33 (4), 453-466. Park, J. W., & Kim, K. (2001). Role of consumer relationships with a brand in brand extensions: Some exploratory findings. Advances in Consumer Research, 28, 179 – 185. Pruppers, Roger, Niraj Dawar, and Hans Ouwersloot (2007), "Composite brand extensions: Which "fit"?, Advances in Consumer Research, 34. Pullig, C., Simmons, C. J., & Netemeyer, R. G. (2006). Brand dilution: When do new brands hurt existing brands? Journal of Marketing, 29, 52 – 66. Rangaswamy, A., Burke, R.R. and Oliva. T.A. (1993), "Brand Equity and the Extendibility of Brand Names", International Journal of Research in Marketing, 10:1, 61-75 Research, 38(3), 326 – 335. Rosch, E. H., & Mervis, C. B. (1975). Family resemblances: Studies in the internal structure of categories. Cognitive Psychology, 7, 573 – 605. Ruyter, K. D. and Wetzels, M. (2000) 'The role of corporate image and extension similarity in service brand extensions', Journal of Economic Psychology, 21:6, 639-659 Seltene, M. (2004). Processus d' ' evaluation de l' extension de marque par le consommateur: Conception et validation d' un modele de decomposition [Process of consumer 's evaluation of brand extension: Conception and validation of a decomposition model]. Recherche et Applications en Marketing, 19(1), 3 – 24. Simonin, Bernard L., and Julie A. Ruth (1998), "Is a company known by the company it keeps? Assessing the spillover effects of brand alliances on consumer brand attitudes ", Journal of Marketing Research, 35(1), 30-42. Sunde, L., & Brodie, R. J. (1993). Consumer evaluations of brand extensions: further empirical results. International Journal of Research in Marketing, 10(1), 47 - 53. Swaminathan, V. (2003). Sequential brand extensions and brand choice behavior. Journal of Business Research, 56, 431 - 442. Swaminathan, V., Fox, R.J. and Reddy, S.K (2001) 'The impact of brand extension introduction Tauber, E. M. (1981). Brand franchise extension: Newproduct benefits from existing brand names. Business Horizons, 24(2), 36 - 41. Taylor, V. A., & Bearden, W. O. (2002). The effects of price on brand extension evaluations: The moderating role of extension similarity. Journal of the Academy of Marketing Science, 30, 131 – 140. V olckner, F., & Sattler, H. (2006). Drivers of brand extension success. Journal of Marketing, 70, 18 – 34. van Riel, A. C. R., & Ouwersloot, H. (2005). Extending electronic portals with new services: Exploring the usefulness of brand extension models. Journal of Retailing and Consumer Services, 12, 245 – 254. van Riel, A. C. R., Lemmink, J., & Ouwersloot, H. (2001). Consumer evaluations of service brand extensions. Journal of Service Research, 3, 220 - 231. Van Riel, A.C.R., Lemmink, J. and Ouwersloot, H. (2000) "Extensions of ServiceBrands: Transfer of Consumer-Based Brand Equity ". The Eric Langeard International Research seminar in Service Management, Marketing, Strategy, Economics, Operations and Human Resources: Insights on Services Activities, IAE Aix-En-Provence, Proceedings, 575-583 William B. Dodds, Kent B. Monroe, and Dhrov Grewal (1991), " Effects of Price ,Brand, and Store Information on Buyers' Product Evaluation." Journal of Marketing Research: pp. 307-319