

Measuring The Effect of Brand Awareness, Price Perception and Value Perception on Buying Intention-An Empirical.....

曾秋月、鍾育明、蔡孟娟

E-mail: 366132@mail.dyu.edu.tw

ABSTRACT

The study of foreign tourism product brand awareness, price perceptions and value perceptions on purchase intentions. The object of this study is the people who have travel experiences in Taichung. a total of 280 questionnaire by SPSS statistical analysis. The study found that “ brand awareness ” , “ price perceptions ” on purchase intentions, the price perception must be the intermediary of the value perception on purchase intention. Therefore, this study suggests that tourism can create consumer value perceptions to enhance consumers' willingness to buy travel products.

Keywords : Brand Awareness、Price Perception、Value Perception、Buying Intention、Travel

Table of Contents

致謝詞.....	iii 中文摘要.....	ii 英文摘要.....
要 錄	iv 內容目	
錄	.vi 表目	
錄	.viii 圖目	
1 第一節 研究背景 機	ix 第一章 緒論.....	
研究流程.....	1 第二節 研究動 機.....	9 第四節
一節 品牌相關文獻.....	5 第三節 研究目的.....	12 第
度.....	10 第二章 文獻探討.....	18 第四節 知 覺價值.....
六節 各研究變數關係.....	12 第二節 品牌知名 度.....	24 第
法.....	14 第三節 知覺價格.....	32 第四節 知 覺價值.....
研究假說.....	21 第五節 購買意願.....	34 第
四節 資料蒐集方法.....	26 第三章 研究方 法.....	48 第一節 敘述 性統計分析.....
法.....	32 第一節 研究架構.....	51 第三
第五節 因素分析.....	33 第三節重要變數定義與衡量工具.....	64 第一節
析.....	46 第五節 統計分析方 法.....	64 第二節
研究結論.....	48 第二節 信度分析.....	64 第一節 結論.....
第三節 研究限制.....	54 第四節 迴歸分 析.....	64 第二節 管理意涵.....
獻.....	53 第五章 結論.....	67 參考文 獻.....
卷.....	64 第二節 管理意涵.....	69 附錄一 問 題.....
	76	

REFERENCES

中文部分: 甘美玲 , 2006 , 知覺價格、知覺品質、知覺價值對購買意願之關係研究 - 以消費者購買數位內容產品為實證 , 成功大學管理碩士論文。 交通部觀光局觀光資訊月報 , 8月 , 2011年。 交通部觀光局觀光資訊月報 , 12月 , 2011年。 宋雅楠(2008)現代營銷中的非價格競爭因素分析 , 遼寧師專學報 , 2008(4) , 10-11 李奇勳(2008) , 價格意識、品牌意識與熟悉度對商店品牌購買意願之影響 , 管理評論 , 27(3) , 21-40. 李奇勳 (2001) 。 價格、保證及來源國形象對產品評價與購買意願的影響 , 國立成功大學企業管理學系博士論文。 李堯賢、陳欽楨、孔秀琴、楊琮階(2007) , 遊憩市場軟性遊憩活動行銷策略與價格競爭 , 觀光研究學報 , 13(2) , 117-138. 何雍慶、莊世杰、黃千容(2012) , 日月潭國家風景區遊客品牌認知之研究 - 以大陸遊客為例 , 島嶼觀光研究 , 5(1) , 52-71. 何慧儀、簡敏如(2011) , 電子雜誌品牌知名度對知覺價值及購買意願之影響 , 中華印刷科技年報 , 3 , 258-269. 周秀蓉、黃琪淳、陳怡君(2008) , 休閒體驗與知覺價值對購買意願之影響 - 以夢時代購物中心?例 , 商業現代化學刊 , 4(3) , 29-41. 林忠明(2012) , 我族傾向與購買進口貨意願關係之研究

, 建國科大社會人文期刊 , 31(1) , 73-95。林素吟(2007), 影響消費者購買意願的外部線索策略之研究 , 行銷評論 , 4(1) , 103-126。林隆儀、王繼福、黃麗美(2011), 服務品質、推廣策略、知覺價值與顧客信任對顧客滿意的影響—以臺北縣政府稅捐稽徵處納稅義務人為例 , 行銷評論 , 8(4) , 433-452。洪順慶、吳長生(2000), 台灣廠商自創國際品牌策略與行銷績效之關係研究 , 中山管理評論 , 8(1) , 71-104。康威(2005), 價格競爭的思考 , 北京聯合大學學報 , 3(3) , 63-66。張重昭、周宇貞、張心馨(2006), 探討零售商在進行價格促銷活動時促銷價格標示方式與內部參考價格對消費者行為之影響 , 管理學報 , 23(2) , 209-226。陳朝暉 , 李煉(2005), 論低價營銷策略與現代市場經濟的關係 - 中國企業出口低價營銷策略面臨多重阻擊的博弈分析 , 北京工商大學學報 , 20(6) , 38-42。陳丹薇(2009), 品牌知名度對希望、知覺價值、知覺風險及購買意願的影響---以優酪乳為例 , 國立成功大學企業管理系碩士論文。?小軍、甘筱青(2008), 旅行社旅遊產品價格競爭系統動力學分析 , 美國商場現代化 , 558 , 19-20。馮茂娥(2009), 旅行社如何走出惡性價格競爭的誤區 , 美國商場現代化 , 582 , 74-75。越瑞娟(2007), 廣西旅行社低價格競爭的分析與思考 , 美國商場現代化 , 507 , 135-137。馮濤(2006), 企業品牌名稱命名的分析 , 延安教育學院學報 , 20(4) , 73-74。楊芳(2006), 關於價格競爭的戰略性思考 , 美國商場現代化 , 457 , 57-58。楊國勝(2007), 旅遊品牌創新設計探討 , 美國商場現代化 , 512 , 118-118。楊瑞興(2006), 走出名牌認識的誤區 , 美國商場現代化 , 464 , 116-117。蔡東峻、李曉青(2005), 扣扣比例、品牌形象和產品種類對消費者知覺品質和知覺風險的影響 , 中山管理評論 , 13(1) , 143-176 蔡碩倉、林鎗元、陳美如(2007), 台灣生產履歷茶葉購買意願之研究 , 管理學域學術研討會論文集 , 5 , A1-17。魏文欽、陳筱媛(2012)影響品牌權益關鍵因素之實證研究 , International Journal of Lisrel , 5(1) , 2-31。關華、越黎明(2010), 旅行社價格競爭與產品差異化策略 , 華東師範大學學報 , 42(4) , 108-111。英文部分: Aaker, D. A. (1996). Measuring Brand Equity across Products and Markets, California Management Review, 38(3), 102 – 120. Anuwichanont J. (2011). The Impact of Price Perception on Customer Loyalty in the Airline Context, Journal of Business & Economics Research, 9(9), 37-49. Baron, R. M., & Kenny, D. A. (1986), “The moderator-mediator variable distinction in social psychological research: conceptual, strategic, and statistical considerations,” Journal of Personality and Social Psychology, 51(6), 1173-1182. Biedenbach, G. & Marell A. (2010). The impact of customer experience on brand equity in a business-to-business services setting, Macmillan Publishers Ltd. 1350-231X Brand Management, 17(6), 446 – 458. Bouhlel, O. (2011). Brand Personality Influence on the Purchase Intention: A Mobile Marketing Case, International Journal of Business and Management, 6(9), 210-227. Chang, H. H. & Liu, Y. M. (2009). The impact of brand equity on brand preference and purchase intentions in the service industries, The Service Industries Journal, 29(12), 1687 – 1706. Coulter, K. S. & Coulter, R. A. (2005). The Effects of Magnitude Representation Congruency on Price Perceptions and Purchase Likelihood, Journal of Consumer Psychology, 15(1), 64 – 76. Dabija, D. C. (2011). Empirical Reserch on brand awareness in Grocery Retailing Review of Economic Studies & Research Virgil Madgearu, 4(2), 21-36. Dodds, W. B., Monroe, K. B., & Grewal, D. (1991). Effects of Price, Bands and Store Information on Buyers ' Product Evaluation, Journal of Marketing Research, 28(3), 307-319. Golicic1, S. L., Fugate1, B. S., & Davis. D. F. (2012). Examining Market Information and Brand Equity through Resource-Advantage Theory: A Carrier Perspective, Journal of Business Logistics, 33(1), 20 – 33. Hartley, S., & Cross, J. (1988). How Sales Promotion Can Work For and Against You. Journal of Consumer Marketing, 5, 35-42. Jalilvand, M. R., Samiei, N., & Mahdavinia, S. H. (2011). The Effect of Brand Equity Components on Purchase Intention: An Application of Aaker's Model in the Automobile Industry, International Business and Management, 2(2), 143-158. Juha (2006). Pricing method as a tool for improved price perception, Journal of Revenue and Pricing Management, 5(3), 207 – 220. Keller, K. L. (1993). Conceptualizing, Measuring, and Managing Customer-Based Brand Equity, Journal of Marketing, 57(1), 1 – 22. Kwon, K. N., & Schumann, D. W. (2001). The Influence of Consumers' Price Expectation on value Perception and Purchase Intention, Advances in Consumer Research, 28, 316-322. Lee F. S J. (2012). The Consumer Price-Percevied Quality Heuristic on The Hotel Industry, Review of Business Research, 12(1), 96-101. Li, W. K., Monroe, K. B., & Chan, D. K. (1994). The Effects of Country of Origin, Brand, and Price Information: A Cognitive-Affective, Advances in Consumer Research, 21, 449-457. Lichtenstein, D. R., Nancy M, R. & Richard, G. N. (1993). Price Perceptions and Consumer Shopping Behavior: A field Study, Journal of Marketing Research, 30(5), p234-245. Ling, K.C., Chai, L.T., & Piew, T.H. (2010). The Effects of Shopping Orientations, Online Trust and Prior Online Purchase Experience toward Customers ' Online Purchase, International Business Research, 3(3), 63-76 Macdonald E., & Sharp, B. (2003). Management Perceptions of the Importance of Brand Awareness as an Indication of Advertising Effectiveness, Marketing Bulletin, 14(2), 1-15. McCall, M., & Lynn, A. (2008). The Effects of Restaurant Menu Item Descriptions on Perceptions of Quality, Price, and Purchase Intention, Journal of Food service Business Research, 11(4), 439-445. Meng, J., & Nasco, S.A. (2009). Cross-cultural equivalence of price perceptions across American, Chinese, and Japanese consumers, Journal of Product & Brand Management, 18, 506 – 516. Monroe, K., & Krishnan, R. (1985). The Effect of Price on Subjective Product Evaluations. In Perceived Quality, Jacoby, J. & Olson, J. ed.. Lexington, MA: Lexington Books: p209-232. Nejadim, G., Evans, R. D., & Babakus, E. (2009). Alternative Measures of Price Perceptions: Implications for Service Evaluation Mode, Services Marketing Quarterly, 30, 397 – 417. Ngobo, P.V. (2004). Drivers of customers' cross-buying intentions, European Journal of Marketing, 38(9), 1129 – 1157. Schiffman, L. G., & Kanuk, L. L. (2000). Consumer behavior (7th ed.) . New Jersey: Prentice Hall. Smutkupt, P., Krairit, D., & Khang, D. (2011).The Impact of Permission-Based Mobile Advertising on Consumer Brand Knowledge, Mobile Marketing Association, 6(1), 94-108. Sun, L., & Ghiselli, R. F. (2010). Developing a Conceptual Model of Brand Equity in the Hotel Industry Based on Aaker ' s Perspective Journal of Quality Assurance in Hospitality & Tourism, 11, 147 – 161. Tsuji Y., Bennett G. & Leigh J. H. (2009). Investigating Factors Affecting Brand Awareness of Virtual Advertising, Journal of Sport Management, 23, 511-544. Wang X., & Yang Z. (2010).The Effect of Brand Credibility on Consumers ' Brand Purchase Intention in Emerging Economies: The Moderating Role of Brand Awareness and Brand Image, Journal of Global Marketing, 23, 177 – 188, Yang, D. J., Chou, D.H., & Liu, J. (2012). A Study of Key Success Factors when Applying E-commerce to the Travel Industry, International Journal of Business and Social Science, 3(8), 114-119. Yaseen, N., Tahira, M., Gulzar, A., & Anwar, A. (2011). Impact of Brand

Awareness, Perceived Quality and Customer Loyalty on Brand Profitability and Purchase Intention: A Resellers ' View, Inter disciplinary, Journal of Contemporary Research in Business, 3(8), 833-839. Yu, U. J., Niehm, L. S., & Russell, D. W. (2011). Exploring Perceived Channel Price, Quality, and Value as Antecedents of Channel Choice and Usage in Multichannel Shopping , Journal of Marketing Channels,18, 79-102.

Zainuddin, Y. B. (2011). The Impact of Media Exposure on Intention to Purchase Green Electronic Products amongst Lecturers, International Journal of Business and Management, 6(3), 240-248. Zeithaml, V. A. (1988). Consumer Perceptions of Price, Quality and Value: A Means-End Model and Synthesis of Evidence, Journal of Marketing, 52 (7), 2-22. 參考網站: 中華民國交通部觀局網站。
<http://recreation.tbroc.gov.tw/asp1/statistics/year/INIT.ASP>