

# 國內外汽車品牌存活率之探討：以臺灣市場為例

蕭怡珍、吳孟玲

E-mail: 9601195@mail.dyu.edu.tw

## 摘要

本研究以組織生態理論為基礎，探討「品牌死亡」之議題。樣本共計1233個品牌，時間範圍涵蓋1986年1月至2005年12月，本研究以 logistic迴歸模型檢視影響品牌死亡之因素。主要研究結果為(1)制度環境會影響品牌之存續，其中以利率、公路密度對品牌死亡的解釋力特別顯著。(2)品牌死亡率與集群密度之間呈U型關係，死亡率會先隨著集群密度的增加而遞減，當集群密度達到某一低點後，死亡率則呈現遞增的情況。(3)品牌之死亡率會隨著年齡而遞減。(4)品牌的改變會增加品牌之死亡率。(5)來源國形象會影響品牌之存續。(6) 品牌權益對品牌死亡率並無顯著影響。

關鍵詞：組織生態；品牌死亡；來源國形象

## 目錄

目錄 封面內頁 簽名頁 授權書.....	iii	中文摘要.....	iv	英文摘要.....	v 誌
謝.....	vi	目錄.....	vii	表目錄.....	ix 第一章 緒論.....
第二章 文獻探討 第一節 制度環境.....	4	第二節 集群密度.....	5	第三節 年齡依賴.....	6 第
第四節 品牌改變.....	7	第五節 來源國形象.....	8	第六節 品牌權益.....	9 第三章 研究方法 第
第一節 研究對象.....	12	第二節 操作性定義.....	12	第三節 分析方法.....	15 第四章 研究結
果.....	16	第五章 結論與建議 第一節 研究結論.....	20	第二節 後續研究建議與限制.....	22 參考
文獻.....	23				

## 參考文獻

- 一、中文部份 1. 日本經濟產業省企業法制研究?(2002), 「The Report of the Committee on Brand Valuation」。 2. 吳孟玲(1992), 「組織創見、組織死亡、及產業變遷之生態研究」，國立中央大學企業管理研究所博士論文。 3. 周先慶(1994), 「自創品牌之市場進入策略—以台灣高爾夫產業進入美國為例」，國立中山大學/國際高階經營管理碩士論文。 4. 行政院統計處(2004), 「行政院出版年鑑2003」。 5. 劉君祖(1988), 「牛頓生物辭典」，牛頓出版社，台北。 二、英文部分 1. Aaker, D. A.(1991), " Managing Brand Equity ", New York : The Free Press. 2. Aaker, D. A. (1995), " Building strong brand", NY: The Free Press,. 3. Aldrich, H. E., C. R. Zimmer, U. H. Staber, and J. J. Beggs, (1994), " Minimalism, Mutualism, and Maturity: The Evolution of the American Trade Association Population in the 20th Century, 4. Amburgey, Terry L., Dawn Kelly, and William P. Barnett (1990), " Resetting the Clock: The Dynamics of Organizational Change and Failure ", Administrative Science Quarterly, 38, pp.51-73. 5. Astley, W. G. and Andrew H. Van de Ven (1983), "Central Perspectives and Debates in Organization Theory", Administrative Science Quarterly, 28, pp.245-73 6. Barwise, Patrick,(1993) " Introduction to The Special Issue on Brand Equity ' , International Journal of Research in Marketing, 10, January. 7. Baum, J. A. C. (1996), "Organizational Ecology", Clegg, Hardy, and Nord, eds. Handbook of Organization Studies. London: Sage. pp.77-114. 8. Baum, J. A. C. and C. Oliver (1992), " Institutional Embeddedness and the Dynamics of Organizational Populations " , American Sociological Review, 57, pp. 540-559. 9. Baum, J. A. C. and Christine Oliver (1991), " Institutional Linkages and Organizational Mortality " , Administrative Science Quarterly, 36, pp.187-218. 10. Biel Alexander L., (1992), " How Brand Image Drives Brand Equity, " Journal of Advertising Research, Nov/Dec p9. 11. Bilkey, W. J. and Nes, E. (1982), " Country-of-Origin Effects on Products Evaluations, " Journal of International Business Studies, 13, pp.89-99. 12. Blackston, Max, (1992), " A brand with with an attitude: a suitable case for treatment, Journal of the Market research Society, Vol. 34, No.3, pp. 231-241. 13. Bracco, T. C. (1988), " How Brand Name are Valued for Acquisitions " , In: L. Leuthesser, ed., Report #88-104, Cambridge, MA: Marketing Science Institute. 14. Carroll, G. R. and Anand Swaminathan (1991), " Density Dependent Organization Evolution in the American Brewing Industry from 1633 to 1988 " , Acta Sociologica 34, pp.155-75. 15. Carroll, Glenn R. (1983), " A Stochastic Model of Organizational Mortality: Review and Reanalysis " , Social Science Research, 12, pp.303-329 16. Carroll, Glenn R. (1984), "Organizational Ecology", Annual Review of Sociology, 10, pp.71-93. 17. Carroll, Glenn R. (1988), " Ecological Models of Organizations " , Cambridge Massachusetts: Ballinger Publishing Company. 18. Carroll, Glenn R. (1993), " A Sociological View on Why Firms Differ " , Strategic Management Journal, 14, pp.237-49. 19. Carroll, Glenn R. and Jacques Delacroix (1982), "Organizational Mortality in the Newspaper Industries of Argentina and Ireland", Administrative Science Quarterly, 27, pp.169-98. 20. Carroll, Glenn R. and Michael T. Hannan (1989), "Density Delay in the Evolution of Organizational Populations: A Model and Five Empirical Tests", Administrative Science Quarterly, 34, pp.411-30. 21. Child, John (1972), "Organizational Structure, Environment, and Performance: The

Role of Strategic Choice", Sociology, 6, pp.1-22. 22. Cyert, Richard M. and James G. March (1963), " A Behavioral Theory of the Firm ", Englewood Cliffs, N.J.: Prentice-Hall. 23. De Mortanges, C. P. and Van Riel, A. (2003), " Brand Equity and Shareholder Value, " European Management Journal, Vol. 21 No. 4, pp. 521-527. 24. Delacroix, J. and Glenn. R. Carroll (1983), " Organizational Foundings: An Ecological Study of the Newspaper Industries of Argentina and Ireland " Administrative Science Quarterly, 28, pp. 274-91. 25. DiMagio, P.J., & Powell, W.W. (1983), " The iron cage revisited: Institutional isomorphism and collective rationality in organizational fields:, American Sociological Review, 48, 147-160. 26. Erickson, Gary M., Johnny K Jahansson and Paul Chao (1984), " Image Variables in Multi-Attribute Product Evaluation: Country of Origin Effect " , Journal of Consumer Research, 11(2), 694-99 27. Gupta, Sunil, Cooper, Lee G. (1992), " The Discounting of Discounts and Promotion Thresholds " . Journal of Consumer Research. Gainesville: Vol. 19, Iss. 3; p. 401 28. Hannan, Michael. T. and Glenn. R. Carroll (1992), " Dynamics of Organizational Populations: Density " , Competition, and Legitimation, New York: Oxford University Press. 29. Hannan, Michael. T. and John Freeman (1989), " Organizational Ecology " , Cambridge, Massachusetts: Harvard University Press. 30. Hannan, Michael. T. and John Freeman(1977), "The Population Ecology of Organizations", American Journal of Sociology, 82, pp.929-64. 31. Haveman, Heather A. (1992), "Between a Rock and a Hard Place: Organizational Change and Performance Under Conditions of Fundamental Environmental Transformation", Administrative Science Quarterly, 37, pp.48-75. 32. Heslop L A, Papadopoulos N. (1993) , " Product-Country images: Impact and role in international marketing " . New York: International business Press, 33. Hong, Sung-Tai, Wyer, Robert S. (1989), " Effects of Country-of-Origin and Product- Attribute Informat " Journal of Consumer Research, 16, pp.175-187 34. Kaynak, E., & Cavusgil, S. T. (1983). " Consumer attitudes towards products of foreign origin: Do they vary across product classes? " International Journal of Advertising, 2(2), 147-157. 35. Keller, K.L. " Conceptualizing, Measuring, and Managing Customer-Based Brand Equity. " Journal of Marketing 57 (1993): 6-15. 36. Kotler.(1996), " Marketing Management: Analysis " , Planning, Implementation and Control, 7th ed. N. J. :Prentice-Hall. 37. Lawrence, Paul and Jay Lorsch (1967), " Organization and Environment " , Cambridge, Massachusetts: Harvard University Press. 38. Leslie de Chernatony (1991), " Formulating Brand Strategy " , European Management Journal, Vol. 9,2,pp. 194-200. 39. Levinthal, Daniel A. (1991), "Organizational Adaptation and Environmental Selection- Interrelated Processes of Change", Organization Science, 2, pp.140-45 40. Meyer, Alan D. and Brian Rowan (1977), "Institutionalized Organizations : Formal Structure As Myth and Ceremony", American Journal of Sociology, 83(2), pp.340-63. 41. Meyer, Alan D. and Richard W. Scott (1983), " Populations, Natural Selection, and Applied Organizational Science " , Administrative Science Quarterly, 28, pp. 101-28. 42. Mullen,M. & Mainz A.(1989), " Brands,Bids and Balance Sheet:Putting a Price on Protected Products " ,Acquisitions Monthly,vol.24,pp.26-27. 43. Nagashima, A.(1970), " A comparison of Japanese and U.S. Attitudes toward Foreign Products, " Journal of Marketing, 34(1), pp.68-74. 44. Park Chan Su and V. Srinivasan D.C. (1994), " A Surey-Base Method for Measuring and Understanding Brand Equity and Extendibility, " Journal of Marketing Research, Vol. 31, pp.271-288. 45. Sadrudin A Ahmed, Alain d'Astous.(1999), " Product-country images in Canada and in the People's Republic of China " , Journal of International Consumer Marketing. New York: Vol. 11, .ISS1; p. 5 46. Scott, W. R. (1992), " Organizations: Rational, Natural, and Open Systems " , NJ: Prentice-Hall, Inc. 47. Singh, Jitendra V., Robert J. House, and David J. Tucker (1986), " Organizational Change and Organizational Mortality", Administrative Science Quarterly, 31, pp.587-611. 48. Simon , C. J. & Sullivan, M. W. ( 1993 ) . The measurement and determinants of brand equity: a financial approach. Marketing Science, Vol. ( 4 ) , pp. 66-71. 49. Smith.(1991), " The Role of Consumer Involvement in Determining Cognitive Response to Broadcast Advertising, " Journal of Advertising, Vol.20 (1), pp.4-17. 50. Stinchcombe, Arthur L. (1965), "Social Structure and Organizations", March, eds. Handbook of Organizations. Chicago: Rand McNally. 51. Stobart, P. ( 1989 ) . Alternative methods of brand valuation. In J. Murphy ( Ed. ) Brand Valuation: establishing a true and fair view ( pp. 1-101 ) . London: The Interbrand Group. 52. Tauber, E. M. ( 1988 ) . Brand leverage: strategy for growth in a cost control world. Journal of Advertising Research, Vol. 5, pp. 26-30. 53. Urde, Mats(1994),.. " Brand orientation - A strategy for survival, " The Journal of Consumer Marketing. Santa Barbara: 1994. Vol. 11, Iss. 3; p. 18 54. Wholey, Douglas R. and Jack W. Brittain (1986), "Organizational Ecology: Findings and Implications", Academy of Management Review, 11(3), pp.513-33. 55. Wholey, Douglas R., Jon B. Christianson, and Susan M. Sanchez (1992), "Organization Size and Failure among Health Maintenance Organizations", American Sociological Review, 57, pp.829-42.