

Service Quality and Customer Satisfaction: The Mediation Effect of Organizational Image and Moderation Effect of ...

廖耿言、陳木榮；蔡翠旭

E-mail: 9607422@mail.dyu.edu.tw

ABSTRACT

Recently, the rapid economic growth also provides the rapid development chance for the service industry. The important concept of service provider is customer satisfaction. Then, the key issue of service that service quality will decide to success or failure. Besides, the service industry is not only improving service quality but also building organizational image. The one and only way of service is maintaining the relationship between organization and customer that comes from customer faith by organizational commitment. The service idea of military spare parts supply is similar to popular supply chain management. After “Jingjin Program” (The ROC Armed Forces Streamlining Program), the logistics service personnel already were compelled to slash. Therefore, the demand immediate attention for military logistic support is how to offering better service. This study based on service quality, organizational image, relationship quality and customer satisfaction that investigate relating to each other. These issues will offer important references for defense administration and future policy, and then provide a better service quality and promote combat strength in the procedure for military spare parts supply. The analytic results show that the more service quality is better and the more customer satisfaction is higher. This study use organizational image as a mediation variable, the results shown as partial mediation effect combined with the relationship between organization, function, image of product and customer satisfaction. In addition, the changes of military supply policy and information system, this study uses relationship quality as a moderation variable which has no moderation effect in the relationship between organizational commitment and customer faith to service quality and customer satisfaction.

Keywords : service quality ; organizational image ; relationship quality

Table of Contents

中文摘要	iii	英文摘要	iv
	vi	內容目錄	vii
	ix	圖目錄	x
1 第一節 研究背景與動機	1	第二節 研究問題	1
3 第三節 研究範圍與限制	3	第二章 文獻探討	3
4 第一節 顧客滿意	4	第二節 服務品質	4
8 第三節 組織形象	14	第四節 關係品質	14
18 第五節 服務品質與顧客滿意的關係	26	第六節 服務品質、組織形象與顧客滿意的關係	28
第七節 服務品質、關係品質與顧客滿意的關係	30	第三章 研究方法	33
33 第一節 研究架構	33	第二節 研究假說	34
研究對象選取準則	34	第四節 研究變數與操作性定義	36
卷設計	43	第五節 問	
分析	48	第六節 資料分析方法	44
第一節 描述性統計分析	49	第四章 資料分	
52 第三節 效度分析	54	第二節 信度分析	49
61 第五節 相關分析	70	第四節 差異分析	54
71 第七節 重要程度與滿意程度差距分析	87	第六節 層級迴歸分析	70
94 第一節 研究結論	94	第五章 結論與建議	87
98 第三節 研究限制	102	第二節 理論與管理之涵意	94
102 參考文獻	104	第四節 後續研究建議	102
	125	附錄 問卷	104

REFERENCES

一、中文部份: 王振明(2006), 運用結構方程模式探討品牌權益、服務品質、顧客滿意度、關係品質與顧客忠誠度之關係, 國立東華大學

企業管理研究所未出版之碩士論文。王育民，汪承恩(2006)，國軍後勤服務品質、後勤形象與顧客滿意度之研究，九十五年國防管理及軍備獲得學術暨實務研討會，台北：國防大學管理學院。石川馨(1996)，品質管理概論(鍾慶安等譯)，五南圖書出版公司。杉本辰夫(1986)，事務營業服務的品質管制(盧淵源編譯)，中興經營管理叢書。李美靚(2003)，服務品質、關係品質與顧客忠誠度關係之研究—以台南市新光三越百貨公司為例，長榮大學企業管理學系碩士班未出版之碩士論文。林彤憶(2005)，服務品質、關係品質、顧客滿意度與顧客忠誠度關係之實證研究—以台灣半導體封測業為例，靜宜大學管理碩士在職專班未出版之碩士論文。林陽助(1996)，顧客滿意度決定模型與效果之研究—台灣自用小客車之實證，國立台灣大學商學研究所博士班未出版之博士論文。林慶村(2005)，銀行業服務品質、企業形象、顧客滿意度與顧客忠誠度關聯性之研究，朝陽科技大學企業管理研究所未出版之碩士論文。何金銘(2001)，詳析分析：兩個變數關係的精緻化，國立中山大學人力資源管理研究所授課講義。邱彩鳳(2004)，關係品質、滿意度與忠誠度關係之研究—以嘉義市證券商為例，南華大學管理科學研究所未出版之碩士論文。邱皓政(2001)，量化研究與統計分析，五南書局。洪順慶(2001)，行銷管理(2版)，台北：新陸書局。洪嘉蓉(2004)，服務品質、滿意度與忠誠度關係之研究—以中華電信公司ADSL顧客為例，大葉大學資訊管理學系未出版之碩士論文。高希均(1985, July)，「企業形象 良性循環的原動力」，天下雜誌，17-24。淺井慶三郎(1989)，服務行銷管理，創意力文化事業公司。郭曉倩(1995)，企業形象與顧客往來意願及特性之研究—以台北市新銀行為例，國立台灣大學商學研究所未出版之碩士論文。陳鉅達(2002)，企業形象、服務補救期望與補救後滿意度關係之研究，中國文化大學國際企業管理研究所未出版之碩士論文。陳致魁(1999)，關係品質對網路書店顧客忠誠度影響之研究，大葉大學資訊管理研究所未出版之碩士論文。陳淑慧(2002)，促銷推廣對化妝品消費者價值評估與購買意願之影響，南華大學管理科學研究所未出版之碩士論文。陳木聯(2004)，電業服務品質、社會責任、企業形象與顧客滿意度之相關性研究，南華大學管理科學研究所未出版之碩士論文。張瑋玲(2003)，資訊服務業關係品質之研究，銘傳大學國際企業學系碩士班未出版之碩士論文。郭崑謨，池進通(1987)，塑造成行銷形象重要構面之探討 - 貿易商服務形象之例，中華民國市場拓展協會七十五年年會論文集，台北：中華民國市場拓展協會。郭德賓，周泰華，黃俊英(2000)，服務業顧客滿意評量之重新檢驗與驗證，中山管理評論，8(1)，153-200。黃少林(2005)，中國大陸高科技廠商產品創新程度、企業形象與顧客滿意度對顧客終身價值影響之研究-以筆記型電腦產品為例，大葉大學國際企業管理學系碩士班未出版之碩士論文。黃春生(1999)，服務品質、關係品質與顧客行為意向關係之研究-以壽險業為例，國立成功大學工業管理研究所未出版之碩士論文。黃美卿(1998)，銀行業關係價值-忠誠度模式之實證研究，雲林科技大學企業管理技術研究所未出版之碩士論文。黃宏鈞(2001)，企業形象與服務品質對消費者再購行為之影響-顧客關係的中介效果，國立台灣大學心理學研究所未出版之碩士論文。黃明政(2005)，銀行業服務品質、企業形象與顧客忠誠度之研究，國立南華大學管理科學研究所未出版之碩士論文。黃俊英(1998)，行銷管理-策略性的觀點(初版)，華泰文化事業股份有限公司。謝安田(1998)，企業研究方法論，台北：著者發行。蘇森榮(1990)，速食連鎖市場區隔與企業形象定位之研究，國立交通大學管理科學研究所未出版之碩士論文。劉宗哲(2006)，大學形象與服務品質對學生滿意度之影響-以東吳大學為例，東吳經紀商學學報，52，213-234。劉俊宏(1995)，服務業銷售過程中，關係品質之研究-台灣地區廣告代理商為例，國立中正大學企業管理研究所未出版之碩士論文。二、英文部份：Anderson, J. C., & Narus, J. A. (1990). A model of distributor firm and manufacturer firm working partnership. *Journal of Marketing*, 54(1), 42-58. Anderson, E. W., & Weitz, B. (1992). The use of Pledges to build Sustained Commitment in Distribution Channels. *Journal of Marketing Research*, February, 18-34. Anderson, E. W., Fornell, C., & Lehmann, D. R. (1994). Customer Satisfaction, Market Share and Profitability: Finding from Sweden. *Journal of Marketing*, 58(July), 53-66. Anderson, E. W., Fornell, C., & Rust, R. T. (1997). Customer Satisfaction, Profitability and Profitability: Differences Between Goods and Service. *Marketing Science*, 16, 129-145. Arch, G. W., Lisa, L. F., & Robert, T. D. (1989). Timothy Linking Service Quality, Customer Satisfaction and Behavioral Intention. *Journal of Health Care Marketing*, 9(4), 5-7. Babakus, E., Bienstock, C. C., & Scotter, J. R. V. (2004). Linking perceived quality and customer satisfaction to store traffic and revenue growth. *Decision Sciences*, 35(4), 713-737. Bagozzi, R. P. (1992). The Self-regulation of Attitudes Intentions and Behavior. *Social Psychology Quarterly*, 55(2), 178-204. Baron, R. M., & Kenny, D. A. (1986). The Moderator-mediator Distinction in Social Psychological Research: Conceptual, strategic and statistical considerations. *Journal of Personality and Social Psychology*, 51, 1173-1182. Bauer, H. H., Grether, M., & Mark, Leach (2001). Building Customer Relations over the Internet. *Industrial Marketing Management*, 31, 155-163. Bayton, J. A. (1959). Researching the corporate image. *Public Relations*, 14(10), 3-8. Bell, A. J., & Paolillo, J. G. P. (1982). The Influence of Corporate Image and Specificity of Candidate Qualifications on Response to Recruitment Advertisement. *Journal of Management*, 8(1), 105-112. Berry, L. L. (1983). Relationship marketing in emerging perspectives on services marketing. Chicago: American Marketing Association, 25-28. Berry, L. L., & Parasuraman, A. (1991). Marketing Services-Competing Through Quality. NY: The Free Press. Bitner, M. J., Bernard, H. B., & Mohr, L. A. (1994). Critical Service Encounter: The Employees Viewpoint. *Journal of Marketing*, 58, 95-106. Bloemer, J., & Ruyter, K. (1998). On the relationship between store image, store satisfaction and store loyalty. *European Journal of Marketing*, 32(5/6), 499-513. Bolton, R. N., & Drew, J. H. (1991). A Multistage Model of Customers Assessments of Service Quality and Value. *Journal of Consumer Research*, 17, 375-384. Boulding, K. E. (1956). The image: Knowledge in life and society. Ann Arbor: University of Michigan, 3-18. Brown, T. J., Churchill, G. A., & Peter, J. P. (1993). Researchnote: Improving the Measurement of Service Quality. *Journal of Retailing*, 69(1), 127-139. Cadotte, E. R., Wooruff, R. B., & Jenkins, R. L. (1987). Expectations and norms in models of consumer satisfaction. *Journal of Marketing Research*, 24, 305-314. Cardozo, R. N. (1965). An Experimental Study of customer Effort, Expectation and Satisfaction. *Journal of Marketing*, 2, 244-249. Carman, J. M. (1990). Consumer perceptions of service quality: an assessment of the SERVQUAL dimensions. *Journal of Retailing*, 66(1), 33-55. Churchill, G. A., & Surprenant, C. (1982). An Investigation into the Determinants of Customer Satisfaction. *Journal of Marketing Research*, 19, 495-504. Cronin, J. J., & Taylor, S. A. (1992). Measuring Service Quality: A Reexamination and Extension. *Journal of Marketing*, 56, 55-58. Crosby, P. B. (1979). Quality is free. NY: McGraw-Hill Book Co.. Crosby, L. A., Evans, K. R., & Cowles, D. (1990). Realationship Quality in Services Selling: An Interpersonal Influence Perspective. *Journal of Marketing*, 54, 68-81. Czepiel, J. A., & Rosenberg, L.

J. (1977). Consumer satisfaction: Concept and management. *Journal of the Academy of Marketing Science*, 5(4), 403-411. Dabholkar, P. A., Dayel, I. T., & Joseph, O. R. (1996). A Measure of Service Quality for Retail Stores: Scale Development and Validation. *Journal of the Academy of Marketing Science*, 24, 3-16. Daly, M. B., & Hulka, B. S. (1975). Media and medicine talking with the doctor. *Journal of Communication*, 25(3), 148-152. Day, R. L. (1977). Extending the concept of consumer satisfaction. *Association in Consumer Research*, 4(1), 149-154. De Chernatony, L., & McDonald (1998). Creating Powerful Brands in Consumer. In (Eds.), *Service and Industrial Markets*(2nd ed.), Melbourne, Butterworth Heinemann. Deming, W. E. (1982). Improve of Quality and Productivity, Through Action by Management. *National Productivity Review*, 14(4), 12-22. Dwyer F. R., Schur, P. H., & Oh, S. (1987). Developing Buyer-Seller Relationship. *Journal of Marketing*, 51, 11-27. Dwyer, F. R., & Lagace, R. R. (1986). On the Nature and Role of Buyer-Seller Trust. In T. Shimp et al. (Eds.), *Proceedings of 1986 AMA Educators*(pp.40-45), Chicago: American Marketing Association. Engel, J., Blackwell, R. D., & Miniard, P. W. (1986). *Consumer Behavior*. New York: Dryden Press. Etzel, M. J., Walker, B. J., and Stanton, E. J. (2001). *Marketing*(12th ed), NY: McGraw-Hill, 290-311. Fleishman, Hillard (2000). Reputation Management [Online]. Un-known: Fleish man Hillard [2000, October 24]. Fornell, C. (1992). A National Customer Satisfaction Barometer: The Swedish Experience. *Journal of Marketing*, 56 (January), 6-21. Fornell, C., & Wernerfelt, B. (1987). Defensive MarketingStrategy by Customer Complaint Management: A Theoretical Analysis. *Journal of Marketing Research*, 24(November), 337-346. Garbarino, E., & Johnson, M. S. (1999). The different roles of Satisfaction trust and commitment in customer Relationships. *Journal of Marketing*, 63, 70-87. Garvin, David A. (1984). What Does Product Quality Really Mean. *Sloan Management Review*, Full, 25-43. Griffin, G. (2002), Image: It all in the mind. Instant and small Commercial Printer, 21(8), 12-15. Gronroos, C. (1988). Service Quality: The Six criteria of Good Perceived Service Qualit., *Review of Business*, 1(9), 10-13. Gronroos, C. (1982). Strategic Management Marketing in the Service Sector, Helsingfors: Swedish School of Economics and Business Administration. Gummesson, E. (1987). The new marketing-developing long-term interactive relationships. *Long Range Planning*, 20(4), 10-20. Gundlach, G. T., Achrol, R. S., & Mentzer, J. T. (1995). The Structure of Commitment in Exchange. *Journal of Marketing*, 59, 78-92. Haywood-Farmer, John (1988). A Conceptual Model of Service Quality. *International Journal of Operations and Production Management*, 8, 19-29. Hempel, D. J. (1977). Consumer Satisfaction with the Home Buying Process: Conceptualization and Measurement in the conceptualization of consumer satisfaction and dissatisfaction. Cambridge: Mass Marketing Science Institut. Hennig-Thurau, T., & Klee, A. (1997). The Impact of Customer Satisfaction and Relationship Quality on Customer Retention: A Critical reassessment and model development. *Psychology and Marketing*, 14(8), 764-797. Hernon, P., Nitecki, D. A., & Altman, E. (1999). Service Quality and Customer Satisfaction: an assessment and future directions. *The Journal of Academic Librarianship*, 25(1), 9-17. Howard, J. A., & Sheth, J. N. (1969). The theory of buyer behavior. NY: John Wiley and Sons Inc.. Hunt, H. K. (1977). CS/D-Overview and Future Research Directions, In *Conceptualization and Measurement of Consumer Satisfaction and Dissatisfaction*. Combridge, Mass: Marketing Science Institute, 459-460. Juran, J. M. (1974). *Quality Control Handbook* (3rd ed.). NY: McGraw-Hill Book Co.. Kang, G. D., & James, J. (2004). Service quality dimensions: An examination of Gronroos 's service quality model. *Managing Service Quality*, 14(4), 266-277. Keller, L. K. (1998). *Strategic Brand Management: Building Measuring, and Managing Brand Equity*. NJ.: Prentice Hall. Kelley, S. W., & Davis, M. A. (1994). Antecedents to Customers Expectations for Service Recovery. *Journal of Academy of Marketing Science*, 22(1), 52-61. Kotler, P. (1991). *Market Management Analysis, Planning and Control*. New Jersey: Prentice-Hall. Kotler, P. (1996). Swee Hoon Ang, Siew Meng Leong and Chin Tiong Tan, *Marketing Management-Asian Perspective*. NJ: Prentice- Hall. Kotler, P. (1999). *Marketing management analysis Planning and implementation and control* (9th ed.). NJ: Prentice-Hall inc. Kotler, P. (2000). *Marketing Management: Analysis, Planning, Implementation and Control* (10th ed.). NJ: Prentice-Hall. Kolesar, M. B., & Galbraith, R. W. (2000). A service-marketing perspective on e-retailing: Implications for retailers and directions for future research. *Internet Research*, 10(5), 424-438. Koo, D. M. (2003). Inter-relationship among store images, store satisfaction, and store loyalty among Korea discount retail patrons. *Asia Pacific Journal of Marketing and Logistics*, 15(4), 42-71. Kumar, N., Scheer, L. K., & Steenkamp, J. B. (1995). The effects of supplier fairness on vulnerable. *Journal of Marketing Research*, 32, 54-65. Lagace, R. R., Dahlstrom, R., & Gassenheimer, J. B. (1991). The relevance of ethical salesperson behavior on relationship quality: the pharmaceutical industry. *Journal of Personal Selling and Sales Management*, 11(4), 39-47. Lee, J. N., & Kim, Y. G. (1999). Effect of partnership quality on IS outsourcing success: Conceptual framework and empirical validation. *Journal of Management Information Systems*, 15(4), 29-61. Lehtinen, U., & Lehtinen, J. R. (1991). Two Approaches to Service Quality Dimensions. *Service Industries*, 11, 287-303. Lehtinen, U., & Lehtinen, J. R. (1982). Service Quality: A Study of Quality Dimensions, Unpublished Working Paper, Helsinki: Service Management Institut. Levitt (1983). After the Sale is Over. *Harvard Business Review*, 61, 81-93. Martin, W. B. (1986). *Measuring and Improving your Service Quality*. The Cornel Hotel and Administration Quarterly, Feb, 32-38. Martineau, P. (1960). *Developing the corporate image*. NY: Charles Scribners Sons, 3-15. Mohr, J., & Spekman, R. (1994). Characteristics of partnership success: partnership attributes, communication behavior and conflict resolution techniques. *Strategic Management Journal*, 15(2), 135-152. Mohr, J., Robert J., & Nevin, J. R. (1996). Moderating Effects of Interception and Control. *Journal of Marketing*, 60, 103-115. Moorman, C., Deshpande, R., & Zaltman, G. (1993). Factors affecting trust in marketing relationships. *Journal of Marketing*, 57(1), 20-38. Moorman, C., G. Zaltman, & Deshpande, R. (1992). Relationships between Providers and Users of Market Research: The Dynamics of Trust within and between Organizations. *Journal of Marketing Research*, 29(3), 314-328. Morgan, R. M., & Hunt, S. D. (1994). The Commitment-Trust Theory of Relationship Marketing. *Journal of Marketing Research*, 58, 20-38. Muller, W. (1991). Gaining Competitive Advantage throughCustomer Satisfaction. *European Management Journal*, June, 201-221. Murdick, R. G., & Russel, R. S. (1990). *Service Operations Management*. NY: Allyn and Bacon. Nicholls, J. A. F., Gilbert, G. R., & Roslow, S. (1998). Measurement of customer satisfaction. *Journal of Customer Marketing*, 15(3), 239-252. Odekerken-Schroder, G., De Wulf, K., & Van

- Kenhove, P. (2003). Investments in consumer relationships: A critical reassessment and model extension, *International Review of Retail, Distribution and Consumer Research*, 13(3), 245-261.
- Oliver, R. L. (1997). Satisfaction-A Behavioral Perspective on the Consumer. NY: McGraw-Hill Companies.
- Oliver, R. L., Rust, R. T. & Varki, S. (1997). Customer Delight: Foundations, Findings and Managerial insight. *Journal of Retailing*, 73(3), 311-336.
- Oliver, R. L. (1981). Measurement and Evaluation of Satisfaction Processes in Retail Settings. *Journal of Retailing*, 57(3), 18-48.
- Oliver, R. L. (1980). A Cognitive model of the antecedents and Con-sequences of Satisfaction decision. *Journal of Marketing Research*, 17(4), 491-504.
- Oliver, R. L., & Desarbo, W. S. (1988). Response determinants in Satisfaction Judgments. *Journal of Customer Research*, 14, 495-507.
- Ostrom, Amy & Iacobucci, Dawn. (1995). Consumer Trade-Offsand the Evaluation of Services. *Journal of Marketing*, 17-28.
- Parasuraman, A., Zeithaml V. A., & Berry, L. L. (1994). Reassessment of expectations as a comparison Standard in measuring service quality: Implications for future research. *Journal of Marketing*, 58(1), 111.
- Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1988). Communication and Control Processes in the Delivery of Service Quality. *Journal of Marketing Research*, 52, 35-48.
- Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1988). SERVQUAL: A Multiple-Item Scale for Measuring Consumer Perceptions of Service Quality. *Journal of Retailing*, 64, 12-40.
- Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1988). A Conceptual Model of Service Quality and Its Implication for Future Research. *Journal of Marketing*, 49, 41-50.
- Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1985). A Conceptual Model of Service Quality and Its Implications for future Research. *Journal of Marketing*, 49, 41-50.
- Paul, P. J., & Olson, J. C. (1987). Consumer Behavior: Marketing Strategy Perspectives. Peter, T., & Waterman, R. (1982). In Search of Execience. NY: Harper Row.
- Ranaweera, C., & Prabhu, J. (2003). *Journal of Targeting, Measurement and Analysis for Marketing*. London, 82.
- Reichheld, F. F., & Sasser, W. E. (1990). Zero Defectuons: Quality Comes to Service. *Harvard Business Review*, 68, 105-111.
- Reeves, C. A., & Bednar, D. A. (1994). Defining Quality: Alternatives and Implications. *Academy of Management Review*, 19(3), 419-445.
- Reynolds, W. H. (1965). The role of the consumer in image building. *California Management Review*, 4(2), 69-76.
- Roloff, M. E., & Miller, G. R. (1987). Interpersonal Processes: New directions in Communication Research (14th Ed.). London: Sage Publications.
- Rosender, A. C. (1980). Service Industry QC-IS the Challenge Being Me. *Quality Progress*, 13, 34-35.
- Sasser, W. E., Olsen, R. O., & Wyckoff, D. D. (1978). Management of Service Operation. *Text and Cases: Allyn and Bacon Inc.*
- Schvaneveldt, S. T., Enkawa T., & MiyaKawa, M. (1991). Consumer evaluation perspectives of service quality: Evaluation factors and two-way model of quality. *Total Quality Management*, 146-161.
- Selnes (1993). An Examination of The Effect of Product performance on Brand Reputation Satisfaction and Loyalty. *European Journal of Marketing*, 27, 19-35.
- Shamdasani, P. N., & Balakrishnan, A. A. (2000). Determinants of re-lationship quality and koyalty in personalized services. *Asia Pa-cific Journal of Management*, 17(3), 399-422.
- Shetty, Y. K., & Ross, J. E. (1985). Quality and its management in service businesses. *Industrial Management*, 27(6), 7-12.
- Smith, J. B. (1998). The Relation Between Job Level and Satisfaction. *Group and Organization Management*, 23, 270-295.
- Spector, P. (1961). Basic Dimension of The corporate Image. *Journal of Marketing*, 1(25), 47-51.
- Storbacka, K., Standvik, T., & Gronroos, C. (1994). Managing cus-tomer relationships for profit: the dynamics of relationship qual-ity. *International Journal of Service Industry Management*, 5(5), 21-38.
- Taylor, S. A., Nicholson, J. D., Milan, J. M., & Ramiro, V. (1997). Assessing the roles of service quality and customers satisfaction in the formation of the purchase intentions of Maxican consumers. *Journal of Marketing Theory and Practice*, 5(1), 78-90.
- Wakefield, R. L. (2001). Service quality. *The CPA Journal*, 71(8). 58-60.
- Walters, C. G. (1978). Consumer Behavior: Theory and practice. NY: Richaed D. Irwin.
- Walton, S. D. (1966). American business and its environment. NY: Mac Milton Company.
- Westbrook, R. A. (1981). *Interpersonal Affective Influences on Con-sumer Satisfaction with Product*. *Journal of Consumer Reserah*, 7, 49-54.
- Wilson, D. T. (1995). An integrated model of buyer-seller relation-ships. *Journal of the Academy of Marketing Science*, 23(4), 335-345.
- Woodruff, R. B., Ernest, R. C., & Jenkins, R. L. (1983). Modeling Consumer Satisfaction Processes Using Experience-Based Norms. *Journal of Marketing Research*, Aug, 296-304.
- Woodside, A. G., Frey L. L. & Daly, R. T. (1989). LinkingService Quality, Customer Satisfaction, and Behavioral Intention. *Jour-nal of Health Care Marketing*, 9(4) , 5-17.
- Wong, A., & Sohal, A. (2002). An examination of the relationship be-tween trust, commitment and relationship quality. *International Journal of Disbution Management*, 30(1), 34-50.
- Wong, A., & Sohal, A. (2002). Customers perspectives on service quality and relationship quality in retail encounters. *Manage-ment Service Quality*, 12(6), 424-433.
- Wulf, K. De., Odekerken-Schoder, G., & Lacobucci, D. (2001). In-vestments in consumer relationships: A cross-country and cross-industry exploration. *Journal of Marketing*, Chicago, 65(4), 33-50.
- Zeithaml, V.A., Berry, L. L., & Parasuraman, A. (1996). The behav-ioral consequences of service quality. *Journal of Marketing*, 66, 31-46.
- Zeithaml, V. A., & Bitner, M. J. (1996). *Service Marketing*. NY: McGraw-Hill.
- Zins, A. H. (2001). Relative attitudes and commitment in customer loyalty models: Some experience in the commercial airline in-dustry. *International Journal of Service Industry Management*, 12(3), 269-294.