

# 消費者在線上忠誠度因素之研究:以資訊服務業為例

詹宜儒、林清同

E-mail: 9607611@mail.dyu.edu.tw

## 摘要

本研究的主要目的是要探討在資訊服務業類別網站中消費者線上忠誠度的因素，經由相關的文獻探討，透過以資訊與商務服務網站類型的需求劃分，經由商務服務網站類型文獻探討取得忠誠度因素量表，將來衡量資訊類型網站，觀察這些因素影響消費者的忠誠度，並經由問卷調查資料的分析結果，發現偏好性與方便性此兩因素，將是影響到此類網站消費者忠誠度最重要的層別，此將可做為網站經營對消費者衡量服務的參考指標。最後，本文對研究結果對於實務界的意涵解釋說明並且對學術界作出的一些後續性的研究建議。

關鍵詞：電子商務；資訊服務業；網站類型；線上忠誠度

## 目錄

中文摘要	iii	英文摘要	iii
iv 誌謝辭		vi 內容目錄	vi
vii 表目錄		ix 圖目錄	ix
iii 第一章 緒論	1	第一節 研究背景	1
1 第二節 研究動機	3	第三節 研究目的	3
5 第四節 研究流程	6	第二章 文獻探討	6
7 第一節 消費者在線上的定義說明	7	第二節 網站類型的相關文獻彙整	7
7 第三節 忠誠度與線上忠誠度(e-loyalty)彙整	14	第三章 研究方法	14
28 第一節 研究模型架構	28	第二節 問卷題項發展與研究變數定義	28
29 第三節 統計分析方法	34	第四節 信度與效度分析	34
35 第五節 量表調整	39	第六節 研究模型修正與假設	39
46 第四章 研究結果與分析	49	第一節 問卷回收與樣本	49
資料結構分析	49	第二節 問卷的信度與效度分析	52
分析	53	第三節 驗證性因素	52
70 第一節 研究結論	70	第四節 結論與建議	64
72 第三節 研究限制	73	第五章 結論與建議	70
後續研究之建議	74	第二節 管理實務上建議	73
研究問卷	86	第三節 分析與結果	73
		第四節 附錄A	75

## 參考文獻

- 一、中文部分 李靜芳(2002)，線上經營模式與網站類型關係之研究，靜宜大學資訊管理學系研究所碩士論文。吳萬益、林清河(2000)，企業研究方法，華泰書局總經銷。吳明隆(2005)，SPSS 問卷分析與應用統計-統計應用學習實務(2 版)，台北市:知城數位科技有限公司。余柏儀(2002)。網路書局顧客知覺風險對顧客忠誠度之影響因素研究，國立東華大學國際企業研究所碩士論文。林心慧(2002)，網站信任、網站體驗與網站忠誠度之影響路徑:結構方程模式，資訊管理展望，4(1)。邱皓政(2005)，結構方程式模式:LISREL 的理論技術與應用(4 版)。台北市:雙葉書廊。馬如頤(2003)，由消費者角度觀察不同類型網站的關鍵成功因素，以靜宜大學學生為例，靜宜大學資訊管理學系研究所碩士論文。張紹勳、張紹評、林秀娟(2000)，SPSS For Windows 統計分析 - 初等統計與高等統計(四版)，台北:松岡。野口吉昭(2006)，CRM 戰略執行手冊-日本人力資源學院。台北市:麗勤管理顧問公司, 10。陳郁茹(2001)，藉由建立消費者網路購物之信任模式以提升顧客忠誠度，淡江大學資訊管理學系碩士論文。陳炳志(2005)，企業進行產品品牌再造之探索性研究，國立成功大學企業管理學系碩士班碩士論文。陳姿伶(2006)，自我監控、廣告求與媒體類型對廣告效果之影響 - 以男性保養品為例，國立交通大學傳播研究所碩士論文。黃俊英(1990)，多變分析(7 版)，台北市:中國經濟企業研究所。黃俊英、林震岩(1997)，SAS 精析與實例(再版)，台北市:華泰書局。黃添發(2005)，網路銀行消費者行為之研究，輔仁大學應用統計學研究所碩士論文。溫石松(2002)，顧客價值與網路忠誠度之關係，國立中興大學企業管理學系研究所碩士論文。廖御嵐(2005)，關鍵成功因素與經營績效之研究-以沛華集團為例，海洋大學航運管理學系研究所碩士論文。劉智華(2001)，網站體驗與上站忠誠度之關係研究-以資訊提供型網站為例，九十年度全國管理碩士論文獎論文集

。劉紹安(2004) ,顧客對網路銀行網路忠誠度來源與行為結果之研究 ,企業研究方法 ,台北市:著者發行。鍾瑄容(2001) ,涉入程度、顧客滿意度與忠誠度關係之研究-以合類型分析 ,九十年度全國管理碩士論文獎論文集。財團法人台灣網路資訊中心(2007) ,台灣網路資訊中心網路使用調查[線上資料] ,來源: <http://www.twnic.net.tw/download/200307/200307index.shtml>[2007, March 20] 李尚修(2001) ,服務品質、信賴、交易成本對網路顧客忠誠度影響之探討-以購物網站為例 ,九十年度全國管理碩士論文獎論文集。二、英文部分 Alba, J., Lynch, J., Weitz, B., Janiszewski, C., Luts, R., Sawyer, A. and Wood, S.(1997), Interactive home shopping: consumer, retailer, and manufacturer incentives to participate in electronic marketplaces, *Journal of Marketing*, 61(3), 38-53. Bagozzi and Yi. (1988) ,On the Evaluation of Structural Equation Models. , *Academy of Marketing Science*, 16(1), 74-94. Bhote, K.R. (1996), Beyond Customer Satisfaction to Customer Loyalty, *American Management Association*, New York , 1996, 31. 14. Blackman, J. and Crompton, L.(1991), The usefulness of selected variables for predicting activity loyalty, *Leisure Science*, 13(3), 205-220. Bollen, K. A.(1989), *Structural Equations with Latent Variables.*, New York: John Wiley. Brondmo, H. R.(2000), *The Engaged Customer: The New Rules of Internet Direct Marketing*, UK: Happer Collins. Budman, M.(1998), Why are so many web site so bad?, *Across the Board*, 35(9), 29-34. Chaudhuri, Arjun and Morris B. Holbrook (2001), The Chain of Effects from Brand Trust and Brand Affect to Brand Performance: The Role of Brand Loyalty, *Journal of Marketing*, 65 (4), 81-93. Cronin, J.J. Jr. And Taylor, S.A. (1992), Measuring Service Quality: A Reexamination and Extension ,*Journal of Marketing*, 56, 55-68. Day, G. S.(1969), A two-dimensional concept of brand loyalty, working paper,State University of New York at Buffalo. Farely, J.U. (1964), *Brand Loyalty and the Economics of Information*, *Journal of Business*, 37, 370-381. Frederick, F. R.(1996), Learning from customer defections, *Harvard Business Review*, 56(7), 22-25. Gillespie, A., Krishan, M., Oliver, C., Olsen, K. and Thiel, M.(1999), *Online Behavior: Stickiness*, Vanderbilt University's eLab. Gremler, David D. (1995). The effect of satisfaction, switching costs, and interpersonal bonds on service loyalty, unpublished doctoral dissertation, Arizona State University. Guest, L. P.(1955), *Brand loyalty-twelve years later*, *Journal of Applies Psychology*, 28(3), 405-408. Griffin, J.(1995), *Customer Loyalty: How to Earn It, How to Keep It*, Simmon and Schuster Inc. Hair, J. F., Anderson, R. E., Tatham, R. L., and Black, W. C. (1992). Multivariate data analysis with reading (3rd ed.). NewYork, N.Y.: Macmillan Publishing Company. Hair, J.F., R.E. Anderson, R.L. Tatham, W.C. Black (1998), *Multivariate Data Analysis* (5th ed.), Prentice-Hall,Inc. Hair, J. F. Black, B., Babin, b., Anderson, R. E., and Tatham, R. L. (2006). *Multivariate Data Analysis*(6th ed.).Prentice Hall. Henderson, P. W. and Cote, J. A.(1998), Guidelines for selecting or modifying logos, *Journal of Marketing*, 62(2), 14-30. Hoffman, D. L., Novak, T. P., and Chatterjee, P.(1995), *Commercial Scenarios for the Web:Opportunities and Challenges*, Project 2000: Research Program on Marketing in Computer-Mediated Environments, Owen Graduate School of Management, Vanderbilt University. Jacoby, J.(1971), A model of multi-brand loyalty, *Journal of Advertising Research*, 11(3), 25-31. Jacoby, J. and Kyner D. B.(1973), Brand loyalty vs. repeat purchasing behavior, *Journal of Marketing Research*, 10, 1-9. James, T. O. and Sasser, W. E., Jr.(1995), Why satisfied customer defect, *Harvard Business Review*, 73(6), 88-99. Joreskog, K. G. and Sorbon, D. , *LISREL 7: user 's reference guide.* , Mooresville, IN: Scientific Software, 1989. John M. Pierre.(2000), *Practical Issues for Automated Categorization of Web Sites*, September 2000. Kotler , P. and Armstrong, G.(1999). *Principles of Marketing* (7th ed), Prentice Hall. Kotler, Philip(1996). *Marketing Management: Analysis,Planning, Implementation and Control*, Englewood Cliffs N.J: Prentice-Hall Inc. Kalakota, Ravi and Whinston, Andrew B. (1996) , *Frontiers of Electronic Commerce*, Addison-Wesley. Lee, Jonathan, Janghyuk Lee and Lawrence Feick (2001), The impact of switching costs on the customer satisfaction-loyalty link: mobile phone service in France, *Journal of Services Marketing*, 15(1), 35-48. Massy, W. F., Montgomery, D. B. and Morrison, D. G.(1970), *Stochastic Models of Buyer Behavior*, Cambridge: MIT Press. McIntyre, J. Michael and Mark A. Peck (1998), *Managing and Measuring For Customer Loyalty: A Yin and Yang Perspective*, *Direct Marketing*, 10, 48-52. Monroe, K. B. and Guiltinan, J. P.(1975), A Path-analysis exploration of retail patronage influences, *Journal of Customer Research*, 2, 19-28. Neal, W. D.(1999), Satisfaction is nice, but value drives loyalty, *Marketing Research*, 11(1), 21-23. Newman, J., and Werbel, R. A.(1973), Multivariate analysis of brand loyalty for major household appliances, *Journal of Retailing*, 56(1), 77-93. Oliver, R. L.(1997), *Satisfaction: A Behavioral Perspective on The Consumer*, Boston: McGraw-Hill. Parasuraman, A., Zeithaml, V. A. and Berry, L. L.(1985), A conceptual model of service quality and its implications for future research, *Journal of Marketing*, 49(3), 41-50. Pettey, Christy (2003). Gartner Says Worldwide IT Services Revenue to Grow 3.5 Percent in 2003 Outsourcing Is the Fastest-Growing IT Services Segment [Online].Available: [http://www.gartner.com/5\\_about/press\\_releases/pr3june2003a.jsp](http://www.gartner.com/5_about/press_releases/pr3june2003a.jsp)[2003, June 3] Prus, A. and Brandt, D. R.(1995), Understanding your customers, *American Demographics*, Jul, 10-14. Quelch, John A. and Lisa R. Klein (1996), *The Internet and International Marketing*, *Sloan Management Review*, Spring.. 60-75. Rosenberg, L.J., and Czepiel, J.A. (1992). *A Marketing Approach for Customer Retention*, *The Journal of Product and Brand Management*, 1(1), 27. Reichheld, F. F. and Scheffter, P.(2000), *E-loyalty: your secret weapon on the web*, *Harvard Business Review*, 78(4), 105-113. Reichheld, F. F., Markey, R. G. Jr. and Hopton C.(2000), The loyalty effect – the relationship between loyalty and profits, *European Business Journal*, 12(3), 134-139. Reynolds, F. D. and Darden W. R.(1974), *Constructing Life Style and Psychographics*, AMA, Chicago. Shoemaker , S. and Lewis, R.C(1999).Customer loyalty:the future of hospitality marketing , *International Journal of Hospitality Management*., 1(18), 345-370. Singh, J. and Sirdeshmukh, D.(2000), Agency and trust mechanisms in consumer satisfaction and loyalty judgments, *Journal of the Academy of Marketing Science*, 28(1), 150-167. Sirgy, M. J., Morris, M., and Samli, A. C.(1985), The question of value in social marketing: use of a quality-of-life theory to achieve long-term life satisfaction, *Journal of the Academy of Marketing Science*, 44(2), 215-228. Sirohi, N., McLaughlin, E. W. and Wittink D. R.(1998), A model of consumer perceptions and store loyalty intentions for a supermarket retailer, *Journal of Retailing*, 74(2), 223-245. Smith, Ellen Reid (2001), Seven steps to building e-loyalty, *Medical marketing and Media*, Boca Raton, 36(Mar), 94-102. Srinivasan, S. S., Anderson, R. and Ponnavaolu, K.(2002), Customer loyalty in e-commerce: an exploration of its

antecedents and consequences, Journal of Retailing, 78(1), 41-50. Stum, D. L. and Thiry, A.(1991), Building Customer Loyalty, Training and Development Journal, 45: 34-36. Taylor, Timothy B. (1998), Better loyalty measurement leads to business solutions, Marketing News, Chicago, 32 (Oct), 41. Tellis, G. J.(1988), Advertising exposure, loyalty, and brand purchase: a two-stage model of choice, Journal of Marketing Research, 25(5), 134-144. Timmers, P.(1998), Business Models for Electronic Markets, Electronic Markets, 8(2), 3-8. Turban, Efraim ., King, Dave., Lee, Jae Kyu., Viehland, Dennis (2006).Electronic Commerce: A Managerial Perspective , (4/E), Publisher: Prentice Hall. Urbany, J.E., Dickson, P.R., and Kalapurakal, R. (1996). Price search in the retail grocery market, Journal of Marketing, 4(60), 91-105. Yesil, M., Creating the Virtual Store, John Wiley and Sons, Inc., 1997. Zeithaml, Valarie A., Leonard L. Berry, and A. Parasuraman (1996). The behavioral consequences of service quality, Journal of Marketing, 60(April), 31-46.