

鐵道旅遊吸引力、遊客滿意度與行為意向之研究

傅靜芳、李城忠

E-mail: 9700676@mail.dyu.edu.tw

摘要

本研究在探討參與鐵道套裝旅遊遊客之特性及鐵道套裝旅遊之吸引力、遊客滿意度與行為意向之關係，根據研究結果提出具體的建議，以供鐵道套裝旅遊經營者行程經營管理與發展之參考。本研究共蒐集161份有效樣本，問卷包含鐵道旅遊吸引力、遊客滿意度、行為意向及遊客特性四部份，並將調查資料以獨立樣本t考驗、單因子變異分析及結構方程模式等統計方法進行分析。研究結果顯示：不同性別、平均月收入與常使用的旅遊交通工具的遊客對鐵道旅遊吸引力有顯著差異；鐵道旅遊吸引力對遊客滿意度有正向影響；鐵道旅遊遊客滿意度對行為意向有正向影響，此顯示當遊客的滿意度愈高，忠誠度愈高；另外，遊客滿意度除能顯著影響遊客的行為意向外，同時也具中介效果，擔任鐵道旅遊吸引力的中介作用而影響鐵道套裝旅遊遊客的行為意向。本研究的貢獻是提出鐵道套裝旅遊遊客行為意向模型，相對於高速鐵路的便捷性，建議傳統鐵道由純運輸功能轉型至兼具休閒功能，並強化鐵道套裝旅遊之吸引力，如平溪、內灣、集集鐵道的懷舊之旅；阿里山的登山鐵道。藉由對遊客滿意度的顯著正向影響，提高遊客重遊意願，傳統鐵道產業也可蛻變為休閒產業。

關鍵詞：鐵道旅遊；吸引力；滿意度；行為意向

目錄

| | | | |
|--------------------|-----|-----------------------|-----|
| 中文摘要 | iii | 英文摘要 | iv |
| 誌謝辭 | vi | 內容目錄 | vii |
| 表目錄 | ix | 圖目錄 | xi |
| 第一章 緒論 | 1 | 第一節 研究背景與動機 | 1 |
| 第二節 研究目的 | 3 | 第三節 研究問題 | 4 |
| 第四節 研究範圍 | 4 | 第二章 文獻探討 | 5 |
| 一節 鐵道旅遊 | 5 | 第二節 旅遊吸引力 | 11 |
| 三節 遊客滿意度 | 19 | 第四節 行為意向 | 29 |
| 五節 吸引力、滿意度與行為意向之關係 | 33 | 第三章 研究方法 | 37 |
| 一節 研究架構 | 37 | 第二節 變項操作性定義 | 38 |
| 三節 研究假設 | 38 | 第四節 研究工具 | 40 |
| 五節 研究對象與調查方法 | 49 | 第四章 資料分析與研究結果 | 50 |
| 一節 樣本描述 | 50 | 第二節 遊客特性與鐵道旅遊吸引力差異性分析 | 60 |
| 三節 信效度分析及結構方程模式 | 63 | 第五章 結論與建議 | 70 |
| 一節 研究結論 | 70 | 第二節 研究限制與建議 | 73 |
| 獻 | 78 | 附錄 A 研究問卷 | 96 |

參考文獻

- 一、中文部份 王舜皇(2002)，三項元宵節活動吸引力與舉辦地特性之比較研究，朝陽科技大學休閒事業管理研究所未出版之碩士論文。
王威傑，劉文駿，楊森豪(2003)，百年台灣鐵道，台北:城邦文化事業。 中華民國鐵道觀光推廣協會(2004)，國內觀光列車[線上資料]，來源: <http://www.rail.com.tw/>。 方慧徵(2001)，應用地理資訊系統於遊樂區空間分布特性之研究，朝陽科技大學休閒事業管理研究所未出版之碩士論文。 交通部觀光局(2005)，中華民國94年國人旅遊狀況調查[線上資料]，來源: <http://admin.taiwan.net.tw/statistics/File/200512/94國人中摘.htm>。 何妍璘(2000)，陽明山國家公園登山步道吸引力影響因素之研究，國立台灣大學園藝學研究所未出版之碩士論文。 屈立文(1997)，阿里山森林鐵路遊客行為及市場區隔分析之研究，國立成功大學都市計劃研究所未出版之碩士論文。 林怡安(2002)，以遊客滿意度探討博物館服務品質之研究 - 以國立自然科學博物館為例，南華大學旅遊事業管理研究所未出版之碩士論文。 林政萩(2004)，內灣鐵道旅遊特色吸引力、遊客滿意度與重遊意願之研究，逢甲大學建築及都市計劃研究所未出版之碩士論文。 林晏州，陳惠美，顏家芝(1998)，高雄都會公園遊客滿意度及相關因素之研究，戶外遊憩研究，11(4)，59-71。 洪致文(1992)，台灣鐵道傳奇，台北:時報文化。 洪武詮(2004)，泰安鐵道文化觀光發展之研究，朝陽科技大學休閒管理系未出版之碩士論文。 高玉娟(1995)，墾丁國家公園觀光遊憩資源對遊客的吸引力研究，東海大學景觀學系未出版之碩士論文。 徐嘉君(1999)，登山活

動參與者行為意向之研究，中國文化大學觀光事業研究所未出版之碩士論文。張集毓(1995)，遊憩區市場定位之研究，國立中興大學園藝學系研究所未出版之碩士論文。張耿輔(2000)，影響淡水鎮各類型觀光遊憩資源對遊客吸引力的因素研究，中國文化大學地理學研究所地理組未出版之碩士論文。黃芳銘(2003)，結構方程式模式理論與應用，台北：五南。黃俊英(2005)，多變量分析(七版)，台北市：中國經濟企業研究所。黃靖雅(2001)，鹿港龍山寺對遊客之文化觀光吸引力之研究，東海大學景觀研究所未出版之碩士論文。陳昭明(1981)，台灣森林遊樂需求、資源、經營之調查分析，國立台灣大學森林學系森林遊樂研究所未出版之博士論文。陳耀茂(2004)，共變異數構造分析的AMOS使用手冊，台北市：鼎茂圖書出版有限公司。陳麗君(2006)，台灣鐵道文化資產整合發展之探討，國立成功大學建築研究所未出版之碩士論文。曹勝雄(1993)，觀光行銷學，台北：揚智文化事業股份有限公司。楊崑霖(2001)，鄉鎮舉辦農特產節慶的效益與環境衝擊分析之研究-以2000年台南縣白河蓮花節為例，逢甲大學土地管理學系碩士班未出版之碩士論文。廖明豐(2003)，東豐自行車綠廊之遊憩吸引力、服務品質與遊客滿意度及忠誠度之研究，南華大學企業管理所未出版之碩士論文。劉子豪(1998)，務觀光團體全備旅遊知覺風險與資訊蒐尋聯性之研究-以台北市居民為例，國立交通大學管理科學研究所未出版之碩士論文。劉志忠(1997)，服務業服務品質與消費者行為意圖關係之研究-以高雄市六家百貨公司為例，國立中山大學企業管理研究所未出版之碩士論文。鄭錫聰(2002)，服務接觸滿意度與購後行為關聯性之研究-以推廣教育為例，大葉大學工業關係學系未出版之碩士論文。蔡瑞宇(1996)，顧客行為學。天一圖書公司。蔡龍保(2002)，日治時期台灣鐵路與觀光事業的發展，台北文獻直字，第142期：69-86。謝金燕(2003)，宗教觀光吸引力、滿意度與忠誠度關係之研究 - 以高雄佛光山為例，南華大學旅遊事業管理研究所未出版之碩士論文。蘇成田(2006, April 15)，大陸市場與台灣觀光產業發展關係，國政研究報告。二、英文部份

Alexandris, K., Dimitriadis, N., & Markata, D. (2002). Can perceptions of service quality predict behavioral intentions? An exploratory study in the hotel sector in Greece. *Managing Service Quality*, 12(4), 224-231.

Anderson, R. E. (1973). Consumer dissatisfaction: The effect of dis-confirmed expectancy on perceived product performance. *Journal of Marketing Research*, 10, 38-44.

Anderson, E. W., & Sullivan, M. W. (1993). The antecedents and consequences of customer satisfaction for firms. *Marketing Science*, 12, 125-143.

Anderson, E., Fornell, C., & Lehmann, D. R. (1994). Customer satisfaction, market share and profitability: Findings from Sweden. *Journal of Marketing*, 58, 53-66.

Ajzen, I., & Driver, B. L. (1991). Prediction of participation from behavioral, normative and control Beliefs: An application of the theory of planned behavior. *Leisure Sciences*, 13, 185.

Backman, K. S., Uysal, M., & Mohr, S. K. (1995). Eventtourism: An examination of motivations and actives. *Festival Management and Event Tourism*, 3 (1), 15-24.

Bagozzi, R. P., & Yi, Y. (1988). On the evaluation of structural equation models. *Academic of Marketing Science*, 16, 76-94.

Baker, D. A., & Crompton, J. L. (2000). Quality, satisfaction and behavioral intentions. *Annals of Tourism Research*, 27(3), 785-804.

Barbara, M. B. (2000). Structural Equation Modeling with AMOS: Basic Concepts, Applications, and Programming. Mahwah, New Jersey: Lawrence Erlbaum Associates, Inc., Publishers.

Badrkan, A. J., & Medhk, S. (1981). Tourism: past, present and future. London: Heinemann.

Bentler, P. M., & Bonett, D. G. (1980). Significance tests and Goodness of fit in the analysis of covariance structures. *Psychological Bulletin*, 88(3), 588-606.

Bitner, M. J. (1990). Evaluating service encounters: The effects of physical surroundings and employee response. *Journal of Marketing*, 54(Jan), 69-82.

Bolton, R. N., & Drew, J. H., (1991). A longitudinal analysis of the impact of service changes on customer attitudes. *Journal of Marketing*, 55, 1-9.

Boulding, W., Kalra, A., Staelin, R., & Zeithaml, V. A. (1993). A dynamic process model of service quality: From expectations to behavioral intentions. *Journal of Marketing Research*, 30(2), 7-27.

Burns, L. H. (1987). Infertility and the sexual health of the family. *Jurnal of Sex Education and Therapy*, 13, 30-34.

Cardozo, R. (1965). An experimental study of customer effort, expectation and satisfaction. *Journal of Marketing Research*, 2, 244-249.

Childress, R. D., & Crompton, J. L. (1997). A comparison of alternative direct and discrepancy approaches to measuring quality of performance at a festival. *Journal of Travel Research*, 24(2), 43-57.

Churchill, G. A., & Surprenant, C. (1982). An investigation into determinants of customer Satisfaction. *Journal of Marketing Research*, 19, 491-504.

Cina, C. (1989). Creating an effective customer satisfaction program, *The Journal of Business and Industrial Marketing*, 4, 33-42.

Cronin, J. J., & Taylor, S. A. (1992). Measuring service quality: A re-examination and extension. *Journal of Marketing*, 56(July), 55-68.

Cuielford, P. (1965). Fundamental statistical in Psychology and Education (4th ed.). New York: Mcgrain Hill.

Dalen, E. (1989). Research into values and consumer trends in norway. *Tourism Management*, 10(3), 183-186.

Davis, F. D., Bagozzi, R. P., & Warshaw, P. R. (1989). User acceptance of computer technology: a comparison of two theoretical models. *Management Science*, 35 (8), 982-1003.

Dorfman, P. W. (1979). Measurement and meaning of recreation satisfaction-A case study in camping. *Environment and Behavior*, 11(4), 483-510.

Driver, B. L., & Toucher, R. C. (1970). Toward a behavioral interpretation of recreation of planning. *Element of outdoor*, 13(3), 135-153.

Engel, J. F., Blackwell, R. D., & Miniard, P. W. (1995). Consumer Behavior(8th Ed.), 16-22.

Enrique, C., & Luisa, D. (2004). The influence of brand recognition on destination image. *Journal of Management*, 30(4), 373-387.

Festinger, L. (1957). A theory of cognitive dissonance. Unpublished master's thesis, University of Stanford, Stanford, CA.

Fishbein, M., & Ajzen, I. (1975). Belief, attitude, intention, and behavior: An introduction to theory and research reading.

MA: Addison-Wesley.

Fodness, D. (1994). Measuring tourist motivation. *Annals of Tourism Research*, 21, 555-581.

Folkes, V. S. (1984). Consumer reactions to product failure: An attributional approach. *Journal of Consumer Research*, 10, 398-409.

Formica, S., & Uysal, M. (1998). The effects group membership and motivation on attendance: An international festival case. *Tourism Analysis*, 3, 197-207.

Fornell, C. (1992). A national customer satisfaction barometer: The swedish experience. *Journal of Marketing*, 56(1), 6-21.

Fornell, C., & Larker, D. F. (1981). Evaluating structural equation models with unobservable variables and measurement error. *Journal of Marketing Research*, 18, 39-50.

Garbarino, E., & Johnson, M. S. (1999). The different Roles of satisfaction, trust, and commitment in customer relationships. *Journal of Marketing*, 63, 70-87.

Gilbert, D. C. (1991). Progress in Tourism, Recreation and Hospitality Management (3rd ed.). London: Belhaven.

Glenn, G. (2000). Language learning strategies use of bilingual foreign language learners in Singapore. *Language learning*, 50.

Gunn, C. A. (1988). Tourism Planning(2nd ed.). New York: Taylor & Francis.

Gunn, C. A. (1993). Tourism planning: basics, concepts and cases. New York: Taylor & Francis.

Hair, J. F.,

Anderson, R. E., Tatham, R. L., & Black, W. C. (1998). Multivariate data analysis (5th ed). New Jersey: Prentice-Hall.

Helson, H. (1964). Adaptation-Level Theory. New York: Harper & Row.

Hempel, D. J. (1977). The conceptualization of consumer satisfaction and dissatisfaction. In H. K. Hunt (Ed.). Consumer satisfaction with the home buying process: Conceptualization and measurement, 7-8. Cambridge, Mass: Marketing Science Institute..

Hester, R. (1975). Neighborhood space. Pennsylvania: Doe-den-Hutchinson and Ross Inc.

Hovland, C. I., Harvey, O. J., & Sherif, M. (1957). Assimilation and contrast effects in reactions to communication and attitude change. *Journal of Abnormal and Social Psychology*, 55, 244-252.

Howard, J. A., & Sheth, J. N. (1969). The theory of buyer behavior. New York: John Wiley and Sons, 8(1), 150-165.

Hu, Y., & Ritchie, B. J. (1993). Measuring destination attractiveness: A Contextual approach. *Journal of Travel Research*, 32(2), 25-34.

Huppertz, J. W., Arenson, S. J., & Richard, H. E. (1978). An application of equity theory to buyer-seller exchange situations. *Journal of Marketing Research*, 15, 250-260.

Inskeep, E. (1991). Tourism planning. New York: Van Nostrand Reinhold.

Jinyang, D., Brian, K., & Thomas, B. (2002). Evaluating natural attractions for tourism. *Annals of Tourism Research*, 23(4), 422-438.

John, O., & Susan, E. (2000). Why satisfied customers defect. *Harvard Business Review*, 29, 88-99.

Kerstetter, D. L., & Mowrer, P. H. (1998). Individuals' reasons for attending first night, a unique cultural event. *Festival Management and Event Tourism*, 5, 139-146.

Kolter, P. (1991). Marketing management: analysis, planning, control. N. J.: Prentice-Hall.

Kolter, P. (1999). Marketing management: analysis, planning, implementation and control(9th ed). N. J.: Prentice-Hall.

Kotler, P., Bowen, J., & Makens, J. (1996). Marketing for hospitality & tourism, N. J.: Prentice-Hall.

Latour, S. A., & Nancy, C. P. (1979). Conceptual and methodological issues in consumer satisfaction research, in William L. Wilkie(ed.), *Advances in Consumer Research*, 6, 431-437.

Lawler, E. E. (1973). Motivation in work organizations, Brooks/ Cole Publishing Company, Monterey, CA.

Lehto, X. Y., O'leary, J. T., & Morrison, A. M (2002). Do psycho-graphics influence vacation destination choice? A comparison of British travelers to North America, Asia and Oceania. *Journal of vacation Marketing*, 8(2), 109-125.

Leiper, N. (1990). Tourist attraction system. *Annals of Tourism Research*, 1(3), 367-384.

Lele, M., & Sheth, J. (1987). The customer is key. New York: Wily Books.

Leon, F. (1957). A theory of cognitive dissonance. Stanford University Press, Stanford, CA.

Lew, A. (1987). A framework of tourist attraction research. *Annals of Tourism Research*, 14 (2), 533-575.

Liljander, V., & Strandvik, T. (1995). The nature of customer relationships in services. *Advances in Services Marketing and Management*, 4, 141-167.

Manning, R. E. (1986). Study in outdoor recreation: Search and re-search for satisfaction. Unpublished master's thesis, Oregon State University, Oregon.

Marek, D. (2005). How destination image drives brand equity. *Annals of Tourism Research*, 32(1), 6-12.

Mayo, E. J., & Jarvis, L. P. (1981). The psychology of leisure travel. Boston: CBI.

McIntosh, R. W., & Gupta, R. (1990). Tourism-principles, Practices(ed.), Philosophies, NY: Wiley.

Mittal, V. F. & Lassar, W. M. (1996). The role of personalization in service encounters. *Journal of Retailing*, 72, 95-109.

Muller, W. (1991). Gaining Competitive Advantage through Customer Satisfaction. *European Management Journal*, 201-221.

Neirotti, L. D., Bosetti, H. A., & Teed, K. C. (2001). Motivation to attend the 1996 summer Olympic game. *Journal of Travel Research*, 39(3), 327-331.

Nicholson, R. E., & Pearce, D. G. (2001). Why do people attend events: a comparative analysis of visitor motivations at four South Island events. *Journal of Travel Research*, 39(4), 449-460.

Oliver, R. L. (1981). What is customer satisfaction. *Wharton Magazine*, 5, 36-41.

Oliver, R. L. (1997). Satisfaction: A behavioral perspective on the consumer. New York: McGraw- Hill.

Oliver, R., & Desarbo, W. (1988). Response determinants in satisfaction judgments. *Journal of Consumer Research*, 14, 495-507.

Olshavsky, R. W., & Miller, J. A. (1972). Consumer expectations, product performance and perceived product quality. *Journal of Marketing Research*, 9, 19-21.

Pfaff, M. (1977). The Index of customer satisfaction measurement problem and opportunity. In H. K. Hunt(ed.). The conceptualization of consumer satisfaction and dissatisfaction. Cambridge, MA: Marketing Science.

Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1985). A conceptual model of service quality and its implication for future research. *Journal of Marketing*, 49(Fall), 41-50.

Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1993). The nature and determinants of customer expectation of service. *Journal of the Academy of Marketing Service*, 21(1), 1-12.

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, 6-17.

Parasuraman, A., Zeithaml, V. A. & Berry, L. L. (1996). The behavioral consequences of service quality. *Journal of Marketing*, 60, 31-46.

Peter, M., & Weiermair, K. (2000). Tourist attractions and attracted tourist: How to satisfy today's 'fickle' tourist clientele. *The Journal of Tourism Studies*, 111, 22-29.

Peterson, G. L. (1974). Evaluating the quality of the wilderness environment: Congruence between perception and aspiration. *Environment and Behavior*, 6(2), 169-193.

Pyo, S., Mihalik, B. J., & Uysal, M. (1989). Ttraction attributes and motivation: A canonical correlation analysis, *Annals of Tourism Research*, 277-281.

Raybould, M. (1998). Participant motivation in a remote fishing event. *Festival Management and Event Tourism*, 5, 231-241.

Reicheld, F. F. & Sasser, W. E. (1990). Zero defections: Quality comes to services. *Harvard Business Review*, 68, 105-110.

Reicheld, F. F. (1996). The loyalty effect: The hidden Force behind growth, profit and lasting value. Boston, M.A.: Harvard Business School Press.

Reuterberg, S. E., & Gustafsson, J. E. (1992). Confirmatory factor analysis reliability: Testing measurement model assumptions. *Educational and Psychological Measurement*, 52, 795-811.

Robert, C. B., Alan, R. G., & James, D. A. (2003). Alternate measurement approaches to recreational customer satisfaction. *Journal of Leisure Sciences*, 25, 363-380.

Sajeev, V. & Mark C. (2001). The role of price perceptions in an integrated model of behavioral intentions. *Journal of Service Research*, 3(3), 232-240.

Saleh, F., & Ryah, C. (1993). Jazz and knitwear: Factors that attract to festivals. *Tourism Management*, 14(4), 289-297.

Scott, D. (1996). A comparison of visitors' motivations to attend threeurban festivals. *Festival Management and Event Tourism*, 3, 121-128.

Selnes, F. (1993). An examination of the effect of product performance on brand reputation satisfaction and loyalty. *European Journal of Marketing*, 27, 19-35.

Sharpley, R. (Ed.). (1994). Tourism, tourists and society. Huntingdon: Elm.

Smith, S. (1996). Recreation geography, London & New York: Longman.

Stephan, S. (2001). Marketing implications for attractions. *Tourism Management*, 22(1), 22-32.

Swan, J. E., & Comb, L. J. (1976). Produce performance and consumer satisfaction: A new concept. *Journal of Marketing*, 3(8), 131.

Swarbrooke, J. (2000). The development

and management of visitor attractions, Oxford: Butterworth-Heinemann. Taylor, S. A., & Baker, T. L. (1994). An assessment of the relationship between service quality and customer satisfaction in the formation of consumers' purchase intentions. *Journal of Retail-ing*, 70(2), 163-178.

Victor, T. C. (1989). Marketing implications for attractions, *Tourism Management*, 3, 229-232. Weiner, B., Ruaaell, D., & Lerman, D. (1979). The cognition-emotion process in achievement-related contexts, *Journal of Personality and Social Psychology*, 37, 1211-1220. Westbrook, A. R. (1980). Intrapersonal affective influences on consumer satisfaction with products. *The Journal of Consumer Re-search*, 7, 49-54. Westbrook, R. A., & Oliver, R. L. (1991). The dimensionality of consumption emotion patterns and consumer satisfaction. *Journal of Consumer Research*, 18(1), 84-91.

William, F. T. (1997). Global tourism: The next decade, London: Butterworth – Heinemann. Woodside, A. G., & Lyonski, S. (1990). A general model of traveler destination choice. *Annals of Tourism Research*, 17, 432-448. Woodruff, R. R., Cadotte, E., & Roger, L. J. (1993). Modeling consumer satisfaction process using experience-based norms. *Journal of Marketing Research*, 20(3), 296-304. Yau, O. H. M., & Chan, C. F. (1990). Hong Kong as a travel destination in South-East Asia: a multidimensional approach. *Tourism Management*, 11(2), 123-132. Yi, Y. (1990). Review of marketing. In V. A. Zeithaml(Ed.), *A critical review of consumer satisfaction*, Chicago: American Marketing Association.