

A Study of the Relationship among Consumer Complaint Intentions, Manufacturer Service Recovery, Post- Complaining ...

邢濟蘭、賴文魁

E-mail: 9701370@mail.dyu.edu.tw

ABSTRACT

However the customer complaint still will cause the affection for the department store by the ways in direct and indirectly. The motive for this research was because the importance isn't less than the customer satisfactions in positively. We were selected the sampling of respondents from the customer group of Japanese-style department stores as the research targets in three major urban city of Taiwan by the questionnaire survey. We have issued the questionnaires totally in 360copies, returned 328copies back, final valid questionnaires are for 301copies and effectiveness ratio is 91.8%. This research was adopted SPSS and AMOS as the statistics analysis implements. Using the different analysis methods on questionnaires such as Reliability Analysis, Efficient Qualifying, Descriptive statistics, Independent-sample T-test, Single Factor Variety Analysis and AMOS Routes Analysis. After checking and examination the data analysis carefully, found the conclusions as follows: There is the positive and significant influence between the consumer complaint intention and manufacturer service recovery; There is the positive and significant influence between the manufacturer service recovery and post-complaining satisfaction; There is the positive and significant influence between the consumer complaint intention and post-complaining satisfaction; There is the positive and significant influence between the post-complaining satisfaction and post-complaining behavior; There is the positive and significant influence between the consumer complaint intention and post-complaining behavior; There is the positive and significant influence between the manufacturer service recovery and post-complaining behavior; There is the positive and significant influence among the manufacturer service recovery, post-complaining satisfaction and behavior.

Keywords : consumer complaint intentions, manufacturer service recovery, post-complaining satisfaction and post-complaining behavior.

Table of Contents

內容目錄 中文摘要	iii	英文摘要	iv
辭	vi	內容目錄	vii
ix 圖目錄	xii	第一章緒論	
1 第一節研究動機	1	第二節研究目的	
3 第三節研究結構	4	第四節研究流程	5
探討	7	第二章文獻 第一節消費者抱怨意圖文獻探討	7
20 第三節抱怨處理後滿意度文獻探討	29	第二節廠商服務補救文獻探討	
35 第三章研究方法與架構	41	第四節抱怨後行為文獻探討	
第二節研究之假說	42	第一節研究架構	41
48 第四章資料分析與實證研究	44	第三節研究變數之操作性定義與衡量方式	44
57 第二節獨立樣本t 檢定分析	57	第四節研究設計	57
63 第四節各構面間之皮爾森相關性分析	68	第一節敘述性統計分析	
第六節結構方程模式分析(structural equation modeling, SEM)	72	第二節One-Way ANOVA 分析	70
96 第一節研究結論	96	第五節迴歸分析	72
100 第三節未來研究之建議	101	第三節結構方程模式分析	83
附錄研究問卷	119	第五章結論與建議	

REFERENCES

一、中文部分 中村卯一郎(1992), 抱怨處理讀本, 台北:遠流出版社。林長壽(2001), 顧客抱怨及抱怨補救行為之研究-五星級銀髮族高級住宅行為之實證調查, 淡江大學管理科學學系研究所未出版之碩士論文。吳彤(2001), 消費者購買決策過程中遺憾的前因、干擾與後果之模型探討, 國立中央大學企業管理研究所未出版之碩士論文。吳明隆, 涂金堂(2007), SPSS與統計應用分析, 台北:五南書局。吳萬益, 林清河(2000), 企業研究方法, 台北:華泰圖書。吳家欣(2004), 消費者在放棄的產品資訊下其悔恨程度對購後行為之研究, 國立國

防大學資源管理研究所未出版之碩士論文。宋玉麒(1999),航空公司旅客抱怨行為之研究,文化大學觀光研究所未出版之碩士論文。李宜玲(2000),顧客抱怨強度與服務復原策略關係之研究,中原大學企業管理研究所未出版之碩士論文。李慧慈(2003),旅遊消費者抱怨行為之研究,朝陽科技大學休閒管理系所未出版之碩士論文。涂希谷(2003),客戶服務中心之顧客抱怨處理研究以A汽車銷售公司為例,台北大學企業管理所未出版之碩士論文。郭崑謨,闕河士(1990),顧客抱怨行為及其影響因素之研究,管理評論,33,155-173。陳昭同(1993),消費者購後不滿意反應類型之研究,東海大學食品研究所未出版之碩士論文。陳志遠,藍政偉(2000),消費者抱怨行為、抱怨處理方式及其抱怨處理後行為之研究,台北大學企業管理學報,48,139-172。陳?義(2005),服務失誤、服務補救與消費者之滿意度及再購買意願關係之實證研究—以3C產品之電腦產品為例,國立成功大學工業與資訊管理研究所未出版之碩士論文。陳文祥(1995),服務品質與顧客滿意度之研究-以汽車修護保養業為例,輔仁大學企業管理研究所未出版之碩士論文。陳志賢(1999),台北市百貨公司服務品質之研究以台北地區大學學生為例,銘傳大學管理科學研究所未出版之碩士論文。張紹勳,2001,研究方法,台北:滄海書局。張勝能(2007),日系百貨顧客抱怨行為、抱怨處理方式、顧客滿意度與顧客後續行為之關聯性,大葉大學國際企業管理學系碩士班未出版之碩士論文。謝安田(2006),企業研究方法論,大葉大學管理學院。歐蓉(2003),網路購物行為分類模式及抱怨意圖之研究,南台科技大學企業管理研究所未出版之碩士論文。華英傑(1996),服務品質顧客滿意度與購買傾向關係之研究—保險業之實證,國立政大企業管理研究所未出版之碩士論文。曾志民(1997),消費者抱怨行為影響因素之研究,國立台灣大學商學研究所未出版之碩士論文。劉國峰(1993),汽車售後服務品質策略研究,大葉大學事業經營研究所未出版之碩士論文。詹益政(1994),旅館經營實務,中國文化大學觀光叢書,台北,六月。鄭紹成(1997),服務業服務失誤、挽回服務與各課反應之研究,文化大學企業管理研究所未出版之博士論文。鄭紹成(1999),服務失誤、服務補救與購買意圖之研究,東吳經紀商學學報,25,61-92。鄭宜青(2003),臺灣本土與日系百貨公司顧客抱怨與抱怨處理方式之比較性研究—以高雄市為例,朝陽科技大學企業管理研究所未出版之碩士論文。輝偉偉(1996),顧客抱怨處理與顧客滿意關係之研究,國立中央大學管研所未出版之碩士論文。賴其勵(1997),消費者抱怨行為、抱怨後行為及其影響因素之研究,國立台灣大學商學研究所未出版之博士論文。謝耀龍(1993),行銷學,台北:華泰書局。謝耀龍(1994),台灣消費者抱怨行為之探討,國家科學委員會研究計畫。闕河士(1989),消費者抱怨行為及其影響因素,國立政治大學企研所未出版之碩士論文。顏信利(1996),台灣壽險業顧客抱怨行為之研究,第三屆服務管理研討會論文集,199-214。藍政偉(1998),消費者抱怨行為、抱怨處理方式及其抱怨處理後行為之研究,國立雲林科技大學企業管理研究所未出版之碩士論文。施柏均(2000),服務失誤、服務補救、顧客滿意與購買意願之探討—以北部地區行動電話服務業為例,國立台北科技大學商業自動化與管理研究所未出版之碩士論文。郭德賓(1999),服務業顧客滿意評量模式之研究,國立中山大學企業管理研究所未出版之博士論文。蕭君華(2001),消費者抱怨反應方式及其影響因素之研究,萬能商學學報,6,197-216。衛南陽(2001),新顧客滿意學:e世紀的成功之道,台北縣:商兆文化。二、英文部分 Anderson, E. W., Claes, F., & Donald, R. L. (1994). Customer Satisfaction, Market Share, and Profitability: Findings from Sweden. *Journal of Marketing*, 58, 53-66. Anderson, J. C., & Narus, J. A. (1990). A model of distributor firm and manufacturer firm working partnerships'. *Journal of Marketing*, 54, 42-58. Andreassen, T. W. (2001). From disgust to delight. *Journal of Service Research*, 4(1), 39-49. Albrecht, & Zemke. (1985). *The Service People in Service America-Doing Business in the New Economy*. Dow Jones-IRWIN, Homewood, 25, 226-251. Belk, R. W. (1974). Situational Variable and Consumer Behavior. *Journal of Consumer Research*, 2. Bell, C. R., & Zemke, R. E. (1987). *Service Breakdown: The Road to Recovery*. *Management Review*, 76(10), 32-35. Bearden W. O., & Teel, J. (1983). Selected Determinants of Consumer Satisfaction and Complaint Reports. *Journal of Retailing*, 56(3), 3-20. Bitner, M. J. (1990). Evaluating Service Encounters: The Effects of Physical Surroundings and Employee Responses. *Journal of Marketing*, 54, 69-82. Bitner, M. J., Booms Bernard H. B., & Trtoreault Mary Stanfield (1990). The Service Encounter: Diagnosing Favorable and Unfavorable Incidents. *Journal of Marketing*, 54, 71-84, January. Bitner, M. J., Boos B. H., & Mohr L. A. (1994). Critical Service Encounters: The Employee's Viewpoint. *Journal of Marketing*, 58, 95-106. Boshoff, C. (1997). An Experimental Study of Service Recovery Options. *International Journal of Service Industry Management*, 8(2), 110-130. Carmel, S. (1990). Patient Complaint Strategies in a General Hospital. *Hospital and Health Service Administration*, 35(2), 277-288. Churchill, G. A., & Suprenant. (1982). An Investigation into The Determinants of Consumer Satisfaction. *Journal of Marketing Research*, 19(11), 491-504. Conlon, Donald E., & Noel M. Murray (1996). Customer Perceptions of Corporate Responses to Product Complaints: The Role of Expectations. *Academy of Management Journal*, 39(4), 1040-56. Christo, B. (1997). An Experimental Study of Service Recovery Options. *International Journal of Service Industry Management*, 8, 110-130. Day, R. L., & Landon, E. L. (1977). Collecting Comprehensive Consumer Complaining Data by Survey Research. *Advances in Consumer Research*, 3, 263-269. Day, R. L. (1980). Research Perspectives on Consumer Complaining Behavior. *Theoretical Developments in Marketing*, Charles Lamb and Patrick Dume, 211-215. Chicago: American Marketing Association Press. Day, K. Gabricke, T. Schaetzle, & F. Staubach (1981). The Hidden Agenda of Consumer Complaining, *Journal of Retailing*, 57, 86-106. Engel, C. T., Blackwell, R. D., & Miniard, P. W. (1995). *Consumer behavior*, 9, Florida: Dryden Press. Etzel, M., & Silverman, B. (1981). A managerial perspective on directions for retail customer dissatisfaction research. *Journal of Retailing*, 57, 124-136. Folkes, V. S., Koletsy, S., & Graham J. L. (1987). A Field Study of Causal Inferences and Consumer Reaction: The View from the Airport. *Journal of Consumer Research*, 13, 534-539. Fornell, C., & Wernerfelt (1992). A Model of Customer Complaint Management. *Marketing Science*, 7, 287-298. Fishbein, M., & Ajzen, I. (1975). Belief, Attitude, Intention, and Behavior: An Introduction to Theory and Research. Reading. MA: Addison-Wesley. Folkes, V. S., (1988). Recent Attribution Research in Consumer Behavior: A Review and New Directions. *Journal of Consumer Research*, 14, 548-565. Firnstahl, Timothy W., (1989). My Employees are My Service Guarantees. *Harvard Business Review*, 67(4), 28-32. Guest , L. P. (1994). A Study of Brand Loyalty. *Journal of Applied Psychology*, 28, 16-27. Gilly, M. C. (1987). Post complaint processes: From organizational response to repurchase behavior. *Journal of Consumer Affairs*, 21(2), 293-313. Goodwin, Cathy., & I. Ross (1992). Consumer Responses to Service Failure: Influence of Procedural and Interaction Fairness Perception. *Journal of Business*, 14, 124-134.

Gronroos, C. (1988). Service Quality: The Six Criteria of Good perceived Service Quality. *Review of Business*, 9, 10-13. Goodman, J. (1989). The Nature of Customer Satisfaction. *Quality Progress*, 5, 37-40. Greenberg, Jerald (1990). Organizational Justice: Yesterday, Today & Tomorrow. *Journal of Management*, 16(2), 399-432. Gilly, M. C., Stevenson, W.B., & Yale, L. J., 1991, Dynamics of Complaint Management in the Service Orgation. *The Journal of Consumer Interests*, 25, 295-321. Clark, Gary L., Peter F. Kaminski, & David R. Rind (1992). Consumer Complaints: Advice on How Companies Should Respond Based on an Empirical Study. *Journal of Services Marketing*, 6(1), 41-50. Goodwin, C., & Ross, I. (1992). Consumer responses to service failure: Influence of procedural and interactional fairness perception. *Journal of Business Research*, 25(1), 149-163. Howard, J. A., & Sheth, J. N. (1969). *The Theory of Buyer Behavior*. New York: John Wiley. Hirschman, Albert O. (1970). *Exit, Voice and Loyalty*. Cambridge. MA: Harvard University Press. Hart, Christopher W. L., James L. Heskett, & W. Earl Sasser Jr. (1990). *The Profitable Art of Service Recovery*. *Harvard Business Review*, 68, 148-56. Howard, J. A., & Sheth , J. N. (1969). *The Theory of Buyer Behavior*. New York: John Wiley. Hoffman, K. D., Scott, W. K., & Holly, M. (1995). Tracking Service Failures and Employee Recovery Efforts. *Journal of Service Marketing*, 19, 49-61. Hoffman, K. Douglas, Scott W. Kelley, & Holly M. Rotalsky (1995). Tracking Service Failures and Employee Recovery Efforts. *Journal of Service Marketing*, 9(2), 49-61. Johnston, T. C., & M. A Hewa (1997). Fixing Service Failures. *Industrial Marketing Management*, 26(5), 467-473. Jacoby, J., & J. L. Jaccard (1981). The Source, Meaning, and Validity of Consumer Complaint Behavior: A Psychological Analysis. *Journal of Retailing*, 57, 4-24. Kenney, M. J. (1995). Antecedents to customer expectationsfor service recovery. *Journal of Academy of Marketing Science*, 22(1), 52-62. Kotler, P., & Armstrong, G. (1996). *Principle of Marketing*, New Jersey:Prentice. Kolodinsky, J. (1995). Usefulness of Economics in Explaining Consumer Complaints. *Journal of Consumer Affairs*, 29(1), 29-54. Keaveney, S. M. (1995). Customer Switching Behavior in Service Industries: An Exploratory Study. *Journal of Marketing*, 59, 71-82. Kelley, S. W., Hoffman K. D., & Davis M. A. (1993). A Typology of Retail Failures and Recoveries. *Journal of Retailing*, 69(4), 429-452. Kelley, S. W., & Davis, M. A. (1994). Antecedents to Consumer Expectation for Service Recovery. *Journal of the Academy of Marketing Science*, 22(1), 52-61. Kalkar, P., & R. J. Lutz (1975). The psychological Situation as a Determinant of Consumer Behvior. *Advance in consumer Research*. Plymire, J. (1991). Complaints as Opportunities. *Journal of Service Marketing*, 5(1), 61-65. Price, L. L., E. J. Arnould & Patrick Tierney (1995). Going to Extremes: Managing Service Encounters and Assessing Provider Performance. *Journal of Marketing*, 12(3), 59. Ron, Shankar Ganesan, & Noreen M. Klein (2003). The Impact of Relationship Factors on. Customer Satisfaction. *Journal of the Academy of Marketing*, 34, 164. Faff, M., & Blivice, S. (1977). Socio-economic Correlates of Consumer and Citizen Dissatisfaction and Activism. In R. L. Day. Liu, R. R., & McClure, P. (2001). Recognizing cross-cultural differences in consumer complaint behavior and intentions: An em-pirical examination. *The Journal of Consumer Marketing*, 18(1), 54-75. Landon, E. L. (1980). The direction of consumer complaint research. *Advances in Consumer Research*, 7, 335-338. Massy, W. F., Montgomery, D. B., & Morrison, D. G. (1970). *Stochastic Models of Buyer Behavior*. Cambridge: MIT Press. McCollough, M. A., & Bharadwaj, S. G. (1992). The Recovery Paradox: An examination of consumer satisfaction in relation to disconfirmation, service quality, and attribution-based theories. *Marketing Theory & Application*, 65(4), 102-107. McCollough, M. A., Berry, L. L., & Yadav, M. S. (2000). An empirical investigation of customer satisfaction after service failure and recovery. *Journal of Service Research*, 3(2), 121-131. Maxham, James G. (2001). Service recovery 's influence on consumer satisfaction, positive word-of-mouth, and purchase intention. *Journal of Business Research*, 46, 73-82. Oliver, R. L., & Swan, J. E. (1989). Consumer Perceptions of Interpersonal Equity and Satisfaction in Transactions: A Field Survey Approach. *Journal of Marketing*, 53, 21-35. Oliver, R. L. (1981). Measurement and Evaluation of Satisfaction Processes in Retail Settings. *Journal of Retailing*, 57(8), 25-48. Parasuraman, A., Zeithaml, V. A., & Berry, L. L. (1993). Building A New Academic Field: The Case of Service Marketing. *Journal of Retailing*, 49, 41-50. Morgan, Robert M., & Shelby D. Hunt (1994). The Commitment-Trust Theory of Relationship Marketing. *Journal of Marketing*, 20-38. Richins, Marsha L. (1983). Negative Word-of-Mouth by Dissatisfied Consumers: A Pilot Study. *Journal of Marketing*, 47. Richins, Marsha L., & Negative (1983). Word-of-Mouth by Dissatisfied Consumers: A Pilot Study. *Journal of Marketing*, 47, 68-78. Selnes, (1993). An Examination of The Effect of Product Performance on Brand Reputation, Satisfaction and Loyalty. *European Journal of Marketing*, 27(9), 19-35. Singh J. (1988). Consumer Complaint Intentions and Behavior: Definitional and Taxonomacal Issues. *Journal of Marketing*, 52, 93-107. Singh, J. (1990). A Typology of Consumer Dissatisfaction Response Styles. *Journal of Retailing*, 66, 57-99. Singh, J., & Sirdeshmukh, D. (2000). Agency and trust mechanisms in consumer satisfaction and loyalty judgments. *Journal of Academy of Marketing Science*, 32(2), 241-249. Spreng, Harrell A. S. G. D., & Mackoy R. D. (1995). Service Recovery: Impact on Satisfaction and Intentions. *Journal of Services Marketing*, 9, 15-23. Swan J. E., & Richard L. Oliver, (1989). Post purchase Communications by Consumers. *Journal of Retailig*, 65, 516-533. Swan John E., & Richard L. Oliver, (1989). Equity and Disconfirmation Perception as Influences on Merchant and Product Satisfaction. *Journal of Consumer Research*, 16, 372-383. Shuptrine, K., & Wenglorz, G. (1980). Comprehensive identification of consumers market place problems and what they do about them. *Advances in Consumer Research*, 8, 687-692. Shoemaker, S., & Lewis, R. C. (1999). consumer loyalty: the future of hospitality marketing. *Hospitality Management*, 18, 345-370. TARP. (1986). *Consumer Complaint Handling in America: An Update Study*. Technical Assistance Research Programs. White House Office of Consumer Affairs. Tax, Stephen S., Brown Stephen W., & Chandrashekaran Murali (1998). Customer Evaluations of Service Complaint Experiences: Implications for Relationship Marketing. *Journal of Marketing*, 62, 60-76. Woodside, P. J., & Daly, K. (1989). A Critical review of consumer satisfaction. *Journal of Marketing*, 152-169. Warland, Rex H., Robert O. Herrmann, & Willets (1975). Dissatisfied Consumers: Who Gets Upset and Who Takes Action. *Journal of Consumer Affairs*, 9, 148-163. Westbrook, R. A. (1987). Product/Consumption-Based Affective Responses and Post purchase Processes. *Journal of Marketing Research*, 24, 258-270. Westbrook, R. A. (1981). Sources of Consumer Satisfaction with Retail Outlets. *Journal of Marketing*, 44, 68-72. Westobrook, R. A. (1980). Interpersonal Affective

Influences on Consumer Satisfaction with Products. *Journal of Consumer Research*, 7(6), 49-54. Woodruff, R. B., E. R. Cadotte, & R. L. Jenkins (1983). Modeling Consumer Satisfaction Processes Using Experience-Based Norms. *Journal of Marketing Research*, 20, 296-304. Zeithaml, V. A., L. L. Berry, & A. Parasuraman (1996). The behavioral consequences of services quality. *Journal of Marketing*, 60(2), 31-46.