

以關係強度為干擾變數探討個人專業對國際搜尋引擎之網路中程度的影響

黃量義、蔡翠旭

E-mail: 9707268@mail.dyu.edu.tw

摘要

網際網路為快速成長的媒介，顧客運用線上搜尋引擎尋找產品資訊，搜尋引擎內含大量的資訊，顧客藉由其專業而使用喜愛的搜尋引擎，所以對於搜尋引擎的網路忠誠度之重要性是不言可喻的。此研究調查人際關係中的個人專業之溝通過程，在內文中，個人專業包含傳播者專業與接收者專業，且人際關係是隱含著關係強度。一般來說，口碑是由以上變數所組成，因為口碑是一種社會行為，在現實或虛擬環境中，顧客會與朋友互相影響對方，且顧客的想法或購買意願將會被他們親近的朋友而影響。因此，本研究的目的將是證明關係強度的重要性。研究的結論是傳播者專業與接收者專業能夠提升網路忠誠度，且關係強度能夠干擾接收者專業與網路忠誠度之間的作用。

關鍵詞：網路忠誠度；關係強度；專業程度

目錄

中文摘要	iii	英文摘要	iii
. iv 誌謝辭	v	內容目錄	v
. . vi 表目錄	viii	圖目錄	viii
. . . . x 第一章 緒論	1	第一節 研究背景與動機	1
. 1 第二節 研究目的	2	第三節 研究範圍與限	2
. 3 第二章 文獻探討	4	第一節 專業程度	4
. 4 第二節 關係強度	6	第三節 忠誠度	6
. 8 第四節 產業分析與比較	13	第三章 研究方法	13
. 18 第一節 研究架構	18	第二節 研究假設	18
. 18 第三節 研究變數與操作型定義	21	第四節 研究設計	21
. 26 第五節 信度與效度	29	第四章 統計分析	29
. 30 第一節 敘述性統計分析	30	第二節 獨立樣本T檢定與相關分析	30
. 33 第三節 驗證性因素分析	34	第四節 第一節 研究結論	34
. 40 第五章 結論與建議	43	第二節 理論意涵	43
. 43 第三節 管理意涵	45	第四節 未來研究建議	45
. 45 參考文獻	47	附錄A 研究問卷	47
. 49 附錄B 題項之一般敘述資料	61	附錄C 樣本之基本統計表	61
. 65 附錄D Pearson相關係數表	70		

參考文獻

一、中文部分 王遵智(2004)，網路口碑中個人專業與關係強度對購買決策的影響-以電子郵件為例，國立台灣科技大學企業管理研究所未出版之碩士論文。林豪麟(2005)，電子商務，台北:旗標出版。邱皓政(2007)，量化研究與統計分析，台北:五南圖書出版。吳萬益、林清河(2000)，企業研究方法，台北:華泰書局。黃雅芬(1999)，口耳相傳效果對消費者行為之影響，國立政治大學國際貿易研究所未出版之碩士論文。張群(2000)，入口網站國際化策略之研究 - 以Yahoo！為例，國立中山大學企業管理研究所未出版之碩士論文。楊丁元、陳慧玲(1996)，業競天擇 - 高科技產業生態，台北:工商時報出版。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研究所未出版之碩士論文。蘇可欣(2005)，大學教師社經地位、休閒生活型態與生活品質關係之研究，私立臺中健康暨管理學院休閒與遊憩學研究所未出版之碩士論文。陳巧佩(2000)，企業導入顧客關係管理決策之研究，國立政治大學企業管理研究所未出版之碩士論文。。陳順宇(2007)，結構方程式-Amos操作，台北:心理出版社。創市紀市場研究顧問(2003)，搜尋引擎服務 未來網站新商機？！[線上資料]，來源: http://www.insightxplorer.com/news/news_08_11.html [2008, Murch 5]。創市紀市場研究顧問(2007)，八成四網友網上蒐資訊 首選工具網路搜尋引擎，[線上資料]，來源: http://www.insightxplorer.com/news/news_04_04_07.html [2008, April 14]。榮泰生(2003)，企業研究方法，台北:五南圖書出版。二、英文部分 Alba, J. W., & Hutchinson, J. W. (1987). Dimensions of consumer expertise. *Journal of Consumer Research*, 13, 411-454. Arndt, J. (1967). Role of product-related conversations in the diffusion of a new product. *Journal of Marketing*

Research, 4, 291-295. Anderson, R. D., Engledow, J. L., & Becker, H. (1979). Evaluating the relationships among attitude toward business product satisfaction, experience, and search effort. *Journal of Marketing Research*, 16, 394-400. Assael, H. (1992). Consumer behavior and marketing action. Boston, Massachusetts: PWS-KENT Publishing Company. Baron, R. M., & Kenny, D. A. (1986). The moderator-mediator variable distinction in social psychological research: Conceptual, strategy, and statistical considerations. *Journal of Personality and Social Psychology*, 5, 1173-1182. Bansal, H. S., & Voyer, P. A. (2000). Word-of-mouth processes within a services purchase decision context. *Journal of Service Research*, 3, 166-177. Bei, L., & Widdows, R. (1999). Product knowledge and product involvement as moderators of the effects of information on purchase decisions : A case study using the perfect information frontier approach. *The Journal of Consumer Affairs*, 33, 165-186. Bettman, J. R., & Sujan, M. (1987). Effects of framing on evaluation of comparable and noncomparable alternatives by expert and novice consumers. *Journal of Consumer Research*, 14, 141-154. Bloch, P., Sherrell, D., & Ridgway, N. (1986). Consumer search: An extended framework. *Journal of Consumer Research*, 13, 119-126. Bone, P. F. (1992). Determinants of word-of-mouth communications during product consumption. in *Advances in Consumer Research*, 19, 579-583. Bone, P. F. (1995). Word-of-mouth effects on short-term and long-term product judgments. *Journal of Business Research*, 32, 213-223. Bristor, J. M. (1990). Enhanced explanations of word of mouth communications: The power of relationships. *Research in Consumer Behavior*, 4, 51-83. Brown, G. H. (1952). Brand loyalty-fact or fiction. *Advertising Age*, 23, 52-55. Brown, J. J., & Reingen, P. H. (1987). Social ties and word-of-mouth referral behavior. *Journal of Consumer Research*, 14, 350-362 Brucks, M. (1985). The effects of product class knowledge on information search behavior. *Journal of Consumer Research*, 12, 1-16. Chaudhuri, A., & Holbrook, M. B. (2001). The chain of effects from brand trust and brand affect to brand performance: The role of brand loyalty. *Journal of Marketing*, 65, 81-93. Chen, Z. (2003). Consumers' value perception of an e-store and its impact on e-store loyalty intention. Unpublished doctoral dissertation, Purdue University, Indiana. Cunningham, R. M. (1956). Brand loyalty-what, where, how much?. *Harvard Business Review*, 34, 116-128. Cyr, D., Hassanein, K., Head, M., & Ivanov, A. (2007). The role of social presence in establishing loyalty in e-service environments. *Interacting with Computers*, 19, 43-56. de Bont, C. J. P. M., & Schoormans, J. P. L. (1995). The effect of product expertise on consumer evaluations of new-product concept, *Journal of Economic Psychology*, 16, 599-615. Dholakia, R. R., & Sternthal, B. (1977). Highly credible source: Persuasive facilitator or persuasive liabilities?. *Journal of Consumer Research*, 3, 223-232. Duhan, D. F., Johnson, S. D., Wilcox, J. B., & Harrel, G. D. (1997). Influences on consumer use of word-of-mouth recommendation sources. *Journal of the Academy of Marketing Science*, 25(4), 283-295. Engel, J. F., & Blackwell, R. D. (1982). *Consumer behavior*. New York: The Dryden Press. Evans, P., & Wurster, T. S. (1999). *Blown to Bits: How the New Economics of Information Transforms Strategy*. Harvard Business School Press. Flavian, C., Guinaliu, M., & Gurrea, R. (2006). The influence of familiarity and usability on loyalty to online journalistic services: The role of user experience. *Journal of Retailing and Consumer Services*, 13, 363-375. Frenzen, J. K., & Davis, H. L. (1990). Purchasing behavior in embedded markets. *Journal of Consumer Research*, 17(1), 1-12. Gilly, M. C., Graham, J. L., Wolfinbarger, M. F., & Yale, L. L. (1998). A dyadic study of interpersonal information search. *Journal of the Academy of Marketing Science*, 26, 83-100. Gommans, M., Krishman, K. S., Scheffold, K. B. (2001). From brand loyalty to e-loyalty: A conceptual framework. *Journal of Economic and Social Research*, 3(1), 43 – 58. Granovetter, M. S. (1973). The strength of weak ties. *American Journal of Sociology*, 79, 1360-1380. Gremler, D. D. (1995). The effect of satisfaction, switching costs, and interpersonal bonds on service loyalty. Unpublished doctoral dissertation, Arizona State University, Arizona. Hanson, W. A. (2000). *Principles of Internet Marketing*. Ohio: South-Western College Publishing. Hennig-Thurau, T., Gwinner, K. P., Walsh, G., Gremler, D. D. (2004). Electronic word-of-mouth via consumer-opinion platforms: What motivates consumers to articulate themselves on the internet?. *Journal of Interactive Marketing*, 18, 38-52. Jacoby, J. (1971). Brand loyalty: A conceptual definition. In *Proceedings of the American Psychological Association*, 6, 655-656. Jacoby, J., & Chestnut, R. W. (1978). *Brand Loyalty*. New York: John Wiley & Sons. Jacoby, J., & Kyner, D. B. (1973). Brand loyalty vs. repeat purchasing behavior. *Journal of Marketing Research*, 10, 1-9. Johnson, E., & Russo, J. E. (1984). Product familiarity and learning new information. *Journal of Consumer Research*, 11, 542-550. Jones, T., & Sasser, W. E., (1995). Why satisfied customers defect. *Harvard Business Review*, 88 – 99. Kam, B., La, K., & Walker, R., (2004). Customer loyalty in E-retailing: a conceptual framework and research opportunity. *Proceedings 33rd EMAC Conference*. Keller, K. L. (1993). Conceptualizing, measuring and managing customer-based brand equity. *Journal of Marketing*, 57, 1-22. Lim, K. S., & Razzaque, M. A. (1997). Brand loyalty and situational effects: An interactionist perspective. *Journal of International Consumer Marketing*, 9(4), 95-115. McIntyre, J. M., & Peck, M. A. (1998). Managing and measuring for customer loyalty: A yin and yang perspective. *Direct Marketing*, 48-52. Mitchell, A. A., & Dacin, P. A. (1996). The assessment of alternative measures of consumer expertise. *Journal of Consumer Research*, 23, 219-239. Mishra, S., Umesh, U. N., & Stem, D. E. (1993). Antecedents of the attraction effect: An information-processing approach. *Journal of Marketing Research*, 30(3), 331-349. Money, R. B., Gilly, M. C., & Graham, J. L. (1998). Explorations of national culture and word-of-mouth referral behavior in the purchase of industrial service in the United State and Japan. *Journal of Marketing*, 62, 76-87. Murry, K. B. (1991). A test of service marketing theory: Consumer information acquisition activities. *Journal of Marketing*, 55, 10-15. Netemeyer, R. G., & Bearden, W. O. (1992). A comparative analysis of two models of behavioral intention. *Journal of the Academy of Marketing Science*, 20(1), 49-59. Newman, J. W., & Werbel, R. A. (1973). Multivariate analysis of brand loyalty for major household appliances. *Journal of Marketing Research*, 10, 404-409. Oliver, R. L. (1999). Whence consumer loyalty?. *Journal of Marketing*, 63, 33-44. Prahalad, C. K., & Ramaswamy, V. (2000). Co-opting customer competence. *Harvard Business Review*, 79 – 87. Punj, G. N., & Staelin, R. (1983). A model of consumer information search behavior for new automobiles. *Journal of Consumer Research*, 9, 366-380. Rao, A. R., & Monroe, K. B. (1988). The moderating effect of prior knowledge on cue utilization in product evaluation. *Journal of Consumer Research*, 15, 253-264. Reichheld, F. F., Markey, R. G., Jr. & Hopton, C. (2000). E-customer loyalty - applying the traditional rules of business for online

success. European Business Journal, 12, 173-179. Ribbink, D., van Riel, A. C. R., Liljander, V., & Streukens, S. (2004). Comfort your online customer: Quality, trust and loyalty on the internet. Managing Service Quality, 446-456. Richins, M. L. (1983). Negative word-of-mouth by dissatisfied customer: A pilot study. Journal of Marketing, 47, 68-78. Rogers, E. M. (1983). Diffusion of Innovation. New York: Free Press. Schlacter, J. L. (1990). The impact of services versus goods on consumers' assessment of perceived risk and variability. Journal of the Academy of Marketing Science, 18(1), 51-65. Seibert, S. E., Kraimer, M. L., & Liden, R. C. (2001). A social capital theory of career success. Academy of Management Journal, 44(2), 219-237. Srinivasan, S. S., Anderson, R., & Ponnayolu, K. (2002). Customer loyalty in e-commerce: An exploration of its antecedents and consequences. Journal of Retailing, 78, 41-50. Stauss, B. (1997). Global word of mouth: Service bashing on the Internet is a thorny issue. Marketing Management, 6, 28-30. Steiger, J. H. (1990). Structural model evaluation and modification: An interval estimation approach. Multivariate Behavioral Research, 25, 173-180. Stern, B. (1994). A revised model for advertising: Multiple dimensions of the source, the message, and the recipient. Journal of Advertising, 23(2), 5-16. Smith, E. R. (2001). Seven steps to building e-loyalty. Medical marketing and Media, Boca Raton, 36, 94-102. Sundaram, D. S., Mitra, K., & Webster, C. (1998). Word-of-mouth communications: A motivational analysis. Advances in Consumer Research, 25, 527-531. Tarpey, L. X. (1973). A brand loyalty concept-a comment. Journal of Marketing Research, 11, 214-217. Taylor, T. B. (1998). Better loyalty measurement leads to business solutions. Marketing News, Chicago, 32, 41. Tellis, G. J. (1998). Advertising exposure, loyalty, and brand purchase: A two-stage model of choice. Journal of Marketing Research, 25, 134-144. Thomas, A. & Williams G. R. (1991). A strategy to provide retirement benefits for international transferees in a global company. Benefits & Compensation International, 2-7. Verona, G., & Prandelli, E. (2002). A dynamic model of customer loyalty to sustain competitive advantage on the web. European Management Journal, 299-309. von Hippel, E. (1988). The sources of innovation. New York: Oxford University Press. Wirtz, J., & Chew, P. (2002). The effects of incentives, deal proenness, satisfaction and tie strength on word-of-mouth behaviour. International Journal of Service Industry Management, 13(2), 141-162.