

結合推敲可能性理論和服務品質模式探討網路知識社群忠誠度

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摘要

近年來，隨著網際網路的使用人口不斷增加，也帶動了電子商務的發展。網路上充斥著各式各樣的主題性社群，如何脫穎而出，成功的經營並取得社群成員對於網路社群的向心凝聚力及忠誠度，將是社群經營者所需要學習的重要課題。本研究結合推敲可能性理論(elaboration likelihood model, ELM)與PZB服務品質模式建立理論架構，探討網路知識社群服務品質、社群凝聚力與社群忠誠度之關聯性，本研究將資訊價值及資訊來源可靠性代入推敲可能性理論的思考途徑，亦即中央線索與邊陲線索；服務品質模式經文獻探討後，以「便利性」、「反應性」、「同理心」、「安全性」及「可靠性」為衡量指標，探討不同使用者對網路知識社群凝聚力與忠誠度的形成因素差異，期能為網路知識社群提供經營思考方向。本研究發現社群服務品質之「反應性」、「同理心」、「安全性」及「可靠性」會正向影響「社群凝聚力」的形成，且以「反應性」的影響性最高；網路知識社群服務品質之「同理心」、「安全性」及「可靠性」會正向影響使用者忠誠度，且以「同理心」的影響性最高；而社群凝聚力高低也會正向影響社群忠誠度形成。

關鍵詞：網路知識社群(knowledge network community)；推敲可能性理論(ELM)；服務品質(service quality)

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