

The Power of eWOM through Social Networking Sites

Citation for published version (APA):

Schijns, J., & Bruggen, N. V. (2018). *The Power of eWOM through Social Networking Sites*. Abstract from International Conference on Marketing, Tourism & Hospitality, Zurich, Switzerland.
http://globalbizresearch.org/Swiss_Conference_2018_July3/docs/doc/4.%20Education/ZT862.pdf

Document status and date:

Published: 01/07/2018

Document Version:

Peer reviewed version

Please check the document version of this publication:

- A submitted manuscript is the version of the article upon submission and before peer-review. There can be important differences between the submitted version and the official published version of record. People interested in the research are advised to contact the author for the final version of the publication, or visit the DOI to the publisher's website.
- The final author version and the galley proof are versions of the publication after peer review.
- The final published version features the final layout of the paper including the volume, issue and page numbers.

[Link to publication](#)

General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
- You may freely distribute the URL identifying the publication in the public portal.

If the publication is distributed under the terms of Article 25fa of the Dutch Copyright Act, indicated by the "Taverne" license above, please follow below link for the End User Agreement:

<https://www.ou.nl/taverne-agreement>

Take down policy

If you believe that this document breaches copyright please contact us at:

pure-support@ou.nl

providing details and we will investigate your claim.

Downloaded from <https://research.ou.nl/> on date: 07 Feb. 2025

Open Universiteit
www.ou.nl



The Power of eWOM through Social Networking Sites

J.M.C. Schijns,

Faculty of Management, Science & Technology,
Open University of the Netherlands, The Netherlands.

E-mail: jos.schijns@ou.nl

N. van Bruggen,

Significant, The Netherlands.

E-mail: niels.van.bruggen@significant.nl

Abstract

This paper disentangles the effects of both positive and negative electronic word-of-mouth (eWOM) through Social Network Sites (SNSs) on customer loyalty, both attitudinal and behavioral loyalty, as well as its antecedents satisfaction and trust. A quantitative vignette study was used to collect data from 276 smartphone users, based on a mixed design allowing both within-subjects analyses (pre- and post-test) and between-subjects analyses (positive versus negative eWOM). The results suggest that both positive and negative eWOM have significant impact on customer loyalty and its antecedents satisfaction and trust. We found evidence for the negativity bias, suggesting that negative eWOM has a stronger effect than positive eWOM. Interestingly, the results suggest that negative eWOM has relatively more effect on behavioral loyalty, whereas positive eWOM has relatively more effect on attitudinal loyalty. Implications for managers and future research directions are discussed.

Key Words: Customer loyalty, Experimental Vignette study, eWOM

JEL Classification: M31

1. Introduction

It is well established that Word of Mouth (WOM) is a powerful influence on consumer choice (e.g. Arndt 1967) and on consumers' attitudes and behaviors (Brown & Reingen 1987; East, Hammond & Lomax 2008). Also WOM is found to be an important driver for business growth and performance (Reichheld & Sasser 1990) as WOM is suggested to be more effective than advertising or other marketing communication forms like personal selling (Nyilasy 2006). Therefore, marketers have to know how WOM works, offline and online.

There is more than fifty years of research available investigating offline WOM, but academic literature on online WOM (eWOM) is thin (Nyilasy 2006). Research on the role of eWOM is required for three reasons. First, generally it is suggested that findings with respect to offline WOM are applicable to online WOM, but research specifically on eWOM to support this claim is rather scarce (Buttle 1998; Nyilasy 2006). Second, eWOM overshadows offline WOM since the enormous growth in the use of the Internet and social network sites (SNSs) and has become more pervasive and mainstream (Kozinets 2002). Third, online WOM differs from offline WOM on a number of characteristics (e.g., volume, dispersion, anonymity) (King, Racherla & Bush 2014) suggesting that the consequences of WOM and eWOM on consumer behavior are different. However, studies analyzing the consequences of eWOM on customer loyalty are scarce (Zaraket & Vanheems 2016). Especially the area of eWOM within SNS deserves to be explored further since SNS are one of the fastest growing spaces within the Internet (Trusov, Bucklin & Pauwels 2009).

Studies measuring the impact of both positive and negative offline WOM are scarce (e.g. East et al. 2008) which is even more true with respect to eWOM. Therefore, the objective of this paper is to examine the effects of both positive and negative eWOM through SNSs on the loyalty of the receiver since there is little evidence on this matter (East et al. 2008).

By disaggregating the effects of eWOM this paper intends to contribute to marketing literature in three primary ways. First, the paper contributes to the thin body of academic literature about the consequences of eWOM on the attitudes and behavior of the receiver. Second, we investigate the claim that eWOM functions analogously to offline WOM, a claim that lacks sufficient empirical support. Third, we compare the effects of both positive and negative eWOM through SNSs on the attitudes and behavioral intentions of the receiver since there is little empirical support on this matter (East et al. 2008) and existing evidence is mixed (Zhang, Craciun & Shin 2010).

In the next section we investigate the power of eWOM. This review culminates in a set of hypotheses as to how eWOM affects receiver's attitude and behavior. Subsequently the methodology is presented, and the hypotheses are tested. The results are discussed in light of

their contribution to the literature on the consequences of eWOM for the receiver. The paper concludes with limitations and suggestions for future research.

2. Literature Review

Research on offline WOM generally suggests that both positive and negative WOM change receiver's attitude and/or behavior (East et al. 2008), albeit in an opposite way. Although research on eWOM is thin, it seems self-evident that the impact of eWOM is similar to that of offline WOM (Buttle 1998). Therefore, we aim to support the following hypothesis.

H1: Both positive and negative eWOM have a significant but opposite impact on receiver's attitude and behavior.

For familiar brands East et al. (2008) find that overall, positive WOM has more impact than negative WOM on purchase probability. This claim holds especially when the pre-WOM probability of purchase is less than 0.5 and there is more space upwards, for the impact of positive WOM than downwards, for the impact of negative WOM (East et al. 2008). However, there is also evidence that negative WOM is far more influential than positive WOM (Ahluwalia 2002; Anderson 1998; Arndt 1967; Assael 2004; Burzynski & Bayer 1977; Lutz 1975; Nyilasy 2006). Negative information is suggested to have more effect on judgement than positive information especially under circumstances where positive information could be presumed (Fiske 1980). Based on the focus theory of Higgins (1997) Zhang et al. (2010) find evidence that consumers do not equally weight positive and negative product reviews. Consumers show a positivity bias for products associated with promotion consumption goals, but a negativity bias for products associated with prevention consumption goals. Although research shows mixed evidence, it appears that marketers support the negativity bias, i.e. the idea that negative WOM is more influential than positive WOM. Transferring this claim to an online setting, we aim to support the following hypothesis.

H2: Negative eWOM has significantly more impact on consumers' attitudes and behaviors than positive eWOM.

Several studies show that positive and negative (e)WOM have an asymmetric influence on attitudes and behavior. East, Hammond, and Wright (2007) and Sweeney, Soutar, and Mazzarol (2014) for example show that the intention to purchase is usually changed more by positive WOM than by negative WOM. This suggests that negative eWOM seems to affect attitude more, while positive eWOM seems to affect behavior more. East, Uncles, Romaniuk, and Lomax (2016), however, state that findings in this particular topic are inconclusive. Research investigating the asymmetric effects of positive and negative eWOM on behavioral and attitudinal changes is limited and inconclusive and needs further examination. Therefore, we investigate the following hypothesis.

H3: Negative eWOM has relatively more impact on attitudinal loyalty while positive eWOM has relatively more impact on behavioral loyalty.

3. Methodology

As research design the Experimental Vignette Method (EVM) is used to collect the data, based on a mixed design allowing both within-subjects analyses (pre- and post-test) and between-subjects analyses (positive versus negative eWOM). EVM is particularly useful when researchers need to exercise control of independent variables to gather evidence regarding causation (Aguinis & Bradley 2014), in our case positive and negative eWOM.

A regular quantitative vignette study consists of a vignette experiment as the core element, and a survey for the measurement of additional respondent-specific characteristics (Atzmüller & Steiner 2010). EVM is a method where so called vignettes (illustrations of a particular situation/scenario) are presented and questions are asked about certain constructs with the vignette in mind (Aguinis & Bradley 2014). In our study a vignette is used as an intervention to describe a certain situation on which the questions will be related to. Participants were confronted with YouTube movies with either positive or negative reviews about the brand of their own smartphone.

Data is collected through two online surveys, both with another vignette. Both surveys were spread within the researcher's network. IP-addresses were checked to ensure participants did not participate more than once. A total of 276 smartphone users participated in the research (138 facing negative and 138 facing positive eWOM). Because every participant did both a pre-test and a post-test, a total of 552 observations were collected.

The questionnaires covered measures for satisfaction, trust, behavioral loyalty and attitudinal loyalty. All were multi-item reflective scales, and well-documented in literature. Each scale contained at least four items and was measured using a 7-point Likert scale anchored by 'completely agree/disagree'. Some questions were adapted to be suitable for our smartphone brand context.

4. Results

Hypothesis 1 suggested that both positive and negative eWOM have a significant but opposite impact on receiver's attitude and behavior. Table 1 shows the results of the paired-samples t-Tests for both negative and positive eWOM. The results indicate that negative eWOM has a significant negative effect and positive eWOM has a significant positive effect on satisfaction, trust, attitudinal loyalty and behavioral loyalty.

Table 1: Mean Differences Between Pre- and Post-Tests

		Satisfaction	Trust	Attitudinal Loyalty	Behavioral Loyalty
Negative eWOM	Pre-test	5.290	4.732	2.962	5.133
	Post-test	4.862	4.269	2.457	4.532
	Mean difference	(-) 0.428	(-) 0.463	(-) 0.505	(-) 0.601
	Significance (p-value)	0.000***	0.000***	0.000***	0.000***
Positive eWOM	Pre-test	5.016	4.490	2.905	5.013
	Post-test	5.335	4.769	3.354	5.331
	Mean difference	(+) 0.318	(+) 0.279	(+) 0.449	(+) 0.318
	Significance (p-value)	0.000***	0.000***	0.000***	0.000***

Hypothesis 2 suggested that negative eWOM has significantly more impact than positive eWOM. To assess significant differences between positive and negative eWOM, an analysis of the gain scores is most appropriate.

Table 2: Gain Score Comparison between Negative and Positive eWOM

	Negative eWOM		Positive eWOM		Independent-samples t-Test	
	Average gain score	Std. deviation	Average gain score	Std. deviation	Difference	P-value
Satisfaction	0.428	0.593	0.318	0.530	0.110	0.107
Trust	0.463	0.562	0.279	0.519	0.184	0.005**
Attitudinal loyalty	0.505	0.497	0.449	0.697	0.056	0.483
Behavioral loyalty	0.601	0.646	0.318	0.549	0.283	0.000***

The results in Table 2 show that negative eWOM has a significantly stronger effect than positive eWOM on consumers' trust and behavioral loyalty. It also has a stronger but non-significant effect on satisfaction and attitudinal loyalty.

Our third hypothesis suggested that positive eWOM affects behavioral loyalty more, while negative eWOM affects attitudinal loyalty more. To test this, we compared the gain score between attitudinal loyalty and behavioral loyalty in the positive and the negative test with paired sample t-Test. We used absolute gain scores, as well as standardized gain scores (Z-scores), because using Z-scores is specifically appropriate when comparing scores of different variables. The results shown in Table 3 suggest that negative eWOM has significantly more

effect on behavioral loyalty then on attitudinal loyalty (with a confidence interval of 90% instead of regular 95%), while positive eWOM has significantly more effect on attitudinal loyalty than on behavioral loyalty. Though our results are contradictory to our hypothesis, the results confirm the expected asymmetric effects between positive and negative eWOM on attitudinal and behavioral loyalty.

Table 3: Paired Samples t-Test with ALO and BLO

Test		Gain score difference (ALO – BLO)	Std. deviation	P-value
Negative eWOM	Absolute	-0.096	0.651	0.086*
	Standardized	-0.189	1.064	0.039*
Positive eWOM	Absolute	0.137	0.657	0.015*
	Standardized	0.188	1.081	0.043*

5. Discussion

5.1 Conclusions

In this study we examined the effects of positive and negative eWOM once consumers have been exposed to it, using a vignette study. The findings of the study contribute to the limited body of knowledge on eWOM within SNSs and extends our academic understanding about the importance of eWOM for the building blocks of relationships: satisfaction, trust, attitudinal and behavioral loyalty (Payne & Frow 2013). Consistent with previous research on traditional WOM (e.g., East et al. 2008) the study found that eWOM significantly affects important indicators for business performance. As a second result we found empirical evidence for the negativity bias, suggesting that negative eWOM is more influential than positive eWOM (e.g., Anderson 1998; Arndt 1967; Assael 2004; Burzynski & Bayer 1977; Lutz 1975; Nyilasy 2006). Third, we found asymmetric effects for negative and positive eWOM: negative eWOM affects behavioral loyalty more while positive eWOM affects attitudinal loyalty more.

5.2 Theoretical and Managerial Implications

In services like tourism and hospitality services the interaction processes (functional quality) often dominate the technical outcomes (technical quality). Customers already co-create and thus have influence on the technical outcome. But to assess functional quality, consumers have to rely on other people's experiences, e.g. through eWOM on SNSs. We think that for services (e.g. tourism, hospitality, banking, transport) functional quality becomes more and more critical in assessing overall service quality. In these areas, (e)WOM becomes decisive and should be investigated further by scholars and be monitored carefully by managers.

Our findings suggest that eWOM through SNSs impacts managerially relevant outcomes, namely customer loyalty and its key antecedents customer satisfaction and customer trust. Managers should be aware of the importance of WOM, particularly eWOM, with respect to

their business performance, since research indicated that (e)WOM is more powerful than advertising or other forms of marketing communication (Nyilasy 2006). Especially negative eWOM should be taken care of since negative eWOM is likely to affect repeat buying behavior more than positive eWOM and thus affects business performance. Therefore, organizations have to monitor eWOM e.g. through webcare, and (re)act appropriately. But also positive (e)WOM is more effective than advertising or other marketing communication forms and thus should be taken care of and stimulated. E.g. by inviting consumers to post reviews, developing viral marketing campaigns, or facilitate vloggers and bloggers to communicate about the product, service or brand in a positive way.

5.3 Limitations and Avenues for Further Research

There are several limitations of this research that should be noted. With respect to the experimental vignette method used the effects are measured immediately after the exposure to eWOM. Therefore, the eventual effect may differ from the immediate effect as there is no time for the influence of eWOM to fade or develop (East et al. 2008). On the other hand, since there is no time after the exposure to eWOM it is likely that no other influencing factors occur.

The response to the online advice may be constrained or supported, however, by factors already acquired before receiving the advice such as consumer's beliefs, preferences, habits, and advertising or other marketing communication forms. Our study didn't take these factors into account. East et al. (2008), for example, found evidence that the pre-WOM probability of response contributes to the impact of WOM.

In our study we demonstrated the asymmetric effects of positive and negative eWOM with respect to attitudinal and behavioral loyalty. Future research should explore other factors affecting the overall impact of eWOM on key performance variables. For example, the relationships (or 'ties') between communicators and receivers can be strong or weak, which may play a moderating role in such relationships. Opinions of strong-tie sources are suggested to be more credible and influential than those of weak-tie sources (e.g., Brown & Reingen 1987). Other moderators of interest that need to be investigated further are for example: strength of expression, advice sought/unsought, brand strength and category maturity (Ho-Dac, Carson & Moore 2013).

References

- Aguinis, H & Bradley, K 2014, 'Best Practice Recommendations for Designing and Implementing Experimental Vignette Methodology Studies', *Organizational Research Methods*, vol. 17, no. 4, pp. 351-371.
- Ahluwalia, R 2002, 'How prevalent is the negativity effect in consumer environments?', *Journal of Consumer Research*, vol. 29, September, pp. 270-279.
- Anderson, EW 1998, 'Customer satisfaction and word of mouth', *Journal of Service Research*, vol. 1, no. 1, pp. 5-17.
- Arndt, J 1967, *Word of Mouth Advertising: A Review of the Literature*, New York: Advertising Research

Foundation.

Assael, H 2004, *Consumer behavior: A strategic approach*, Boston: Houghton Mifflin Company.

Atzmüller, C & Steiner, P 2010, 'Experimental Vignette Studies in Survey Research', *Methodology*, vol. 6, no. 3, pp. 128-138.

Brown, JJ & Reingen, PH 1987, 'Social Ties and Word-of-Mouth Referral Behavior', *Journal of Consumer Research*, vol. 14, no. 3, pp. 350-362.

Burzynski, MH & Bayer, DJ 1977, 'The effect of positive and negative prior information on motion picture appreciation', *Journal of Social Psychology*, vol. 101, April, pp. 215-218.

Buttle, FA 1998, 'Word of mouth: understanding and managing referral marketing', *Journal of Strategic Marketing*, vol. 6, September, pp. 241-254.

East, R, Hammond, K & Lomax, W 2008, 'Measuring the impact of positive and negative word of mouth on brand purchase probability', *International Journal of Research in Marketing*, vol. 25, pp. 215-224.

East, R, Hammond, K & Wright, M 2007, 'The relative incidence of positive and negative word of mouth: a multi-category study', *International Journal of Research in Marketing*, vol. 24, no. 2, pp. 175-184.

East, R, Uncles, MD, Romaniuk, J & Lomax, W 2016, 'Measuring the impact of positive and negative word of mouth: A reappraisal', *Australasian Marketing Journal*, vol. 24, pp. 54-58.

Fiske, ST 1980, 'Attention and weight in person perception: The impact of negative and extreme behavior', *Journal of Personality and Social Psychology*, vol. 38, no. 6, pp. 889-906.

Higgins, ET 1997, 'Beyond pleasure and pain', *American Psychology*, vol. 52, no. 12, pp. 1280-1300.

Ho-Dac, NN, Carson, SJ & Moore, WL 2013, 'The effects of positive and negative online customer reviews: do brand strength and category maturity matter?', *Journal of Marketing*, vol. 77, no. 6, pp. 37-53.

King, RA, Racherla, P & Bush, VD 2014, 'What We Know and Don't Know About Online Word-of-Mouth: A Review and Synthesis of the Literature', *Journal of Interactive Marketing*, vol. 28, pp. 167-183.

Kozinets, RV 2002, 'The field behind the screen: Using netnography for marketing research in online communities', *Journal of Marketing Research*, vol. 39, pp. 61-72.

Lutz, RJ 1975, 'Changing Brand Attitudes Through Modification of Cognitive Structure', *Journal of Consumer Research*, vol. 1, no. 4, pp. 49-59.

Nyilasy, G 2006, 'Word of mouth: what we really know – and what we don't'. In: Kirby, J & Marsden, P (Eds.), *Connected Marketing: The Viral, Buzz and Word of Mouth Revolution*. Oxford: Butterworth-Heinemann, pp. 161-184.

Payne, A & Frow, P 2013, *Strategic Customer Management: Integrating Relationship Marketing and CRM*, Cambridge University Press: Cambridge, UK.

Reichheld, FF & Sasser, WE 1990, 'Zero Defections: Quality Comes to Services', *Harvard Business Review*, September/October, pp. 105-111.

Sweeney, J, Soutar, G & Mazzarol, T 2014, 'Factors enhancing word-of-mouth influence: positive and negative service-related messages', *European Journal of Marketing*, vol. 48, no. 1/2, pp. 336-359.

Trusov, M, Bucklin, RE & Pauwels, K 2009, 'Effects of Word-of-Mouth Versus Traditional Marketing: Findings from an Internet Social Networking Site', *Journal of Marketing*, vol. 73, no. 5, pp. 1-24.

Zaraket, S & Vanheems, R 2016, 'I share because I care – Antecedents and consequences of sharing negative eWOM', Abstract presented at the Marketing Edge Summit, Oct. 16, Los Angeles, CA., USA. Available at:

http://www.marketingedge.org/sites/default/files/pdf/Summit2016/Sarah_Zaraket_I_share_because_I_care.pdf

Zhang, JQ, Craciun, G & Shin, D 2010, 'When does electronic word-of-mouth matter? A study of consumer product reviews', *Journal of Business Research*, vol. 63, no. 12, pp. 1336-1341.