

UNIVERSITI PUTRA MALAYSIA CONTINUANCE PARTICIPATION MODEL FOR ONLINE COMMUNITIES

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FSKTM 2018 21



CONTINUANCE PARTICIPATION MODEL FOR ONLINE COMMUNITIES



Thesis Submitted to the School of Graduate Studies, Universiti Putra Malaysia, in Fulfillment of the Requirements for the Degree of Doctor of Philosophy

December 2017

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Abstract of thesis presented to the Senate of Universiti Putra Malaysia in fulfillment of the requirement for the degree of Doctor of Philosophy

CONTINUANCE PARTICIPATION MODEL FOR ONLINE COMMUNITIES

Ву

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December 2017

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The models that predict constructs of individuals' acceptance are predominantly based on pre-adoption intention and behaviour rather than post-adoption. Although within the field of Information Systems (IS) a number of continuance models have been developed and tested for efficacy the capabilities of these models are limited because its underlying conceptualization of predicting acceptance behaviour underestimated social related influences. The lack of social related influences in continuance participation models affects the sustainability of online communities. Moreover, many online communities that spring up fail due to the limitation and lack of attention given for social needs of individuals. To overcome the mentioned limitations, a Continuance Participation Model (CPM) for online communities is presented and evaluated. The model attempted to define the relationship between the Theories of Planned Behaviour (TPB) and Social Support (SST) alongside satisfaction and perceived value constructs towards the continuance participation intention and behaviour of online communities. The constructs contributing to the model is identified based on extensive literature review and Average Congruency Percentage (ACP) verified and validated by three panels of experts. This study is established on a positivist approach in which a quantitative methodology is used to investigate the correlational paths. Using a probability sampling method, data was collected from 385 users of social networking sites (SNSs) with a minimum of two years of experience. Hypothetical relationships were examined using Structural Equation Modeling (SEM) based on the Partial Least Squares (PLS). The study findings indicate that the CPM achieved an acceptable fit with the data and specifically 9 out of 10 hypotheses were met. The empirical evidence also reveals that social support constructs measured by informational and emotional support exert significant effects on the intention and behaviour as well as exerts positive effects on perceived value and the intention to continue

participating in online communities. Subsequently, this research introduces an Implementation framework (IF) to evaluate the sustainability of online communities. The appropriateness and importance of the components in the IF are validated by four experts from the academia and industry. Based on these findings, a prototype called Online Communities Checklist Tool (OC²T) is developed and evaluated. A user acceptance test using the Perceived Usefulness and Ease of Use (PUEU) instrument conducted with fifteen developers' demonstrated overall feasibility and acceptability of the prototype. Results further reveal that the OC²T is beneficial in evaluating the sustainability of online communities. Finally, this study develops research in online communities by proposing social constructs from a social psychology theory in increasing our understanding on continuance participation models in online communities.

MODEL PENYERTAAN BERTERUSAN UNTUK KOMUNITI ATAS TALIAN

Oleh

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Model yang meramalkan faktor penerimaan individu kebanyakannya berdasarkan niat pra-penggunaan dan tingkah laku dan bukannya selepas diterima pakai. Dalam bidang Sistem Maklumat (IS), beberapa model telah dibangunkan dan diuji namun keupayaan model ini masih terhad kerana ramalan penerimaan tingkah laku tidak menitikberatkan pengaruh sosial. Dalam pada itu, kekurangan pengaruh sosial dalam rangka kerja penyertaan berterusan mengakibatkan pengekalan komuniti atas talian. Pada masa yang sama, kekurangan penyelidikan empirikal berasaskan teori untuk niat selepas penggunaan dan tingkah laku memberi kesan kepada pengekalan komuniti atas talian. Selain itu, banyak komuniti atas talian yang dibina tidak kekal kerana kurangnya perhatian diberikan kepada keperluan sosial individu. Untuk mengatasi jurang yang dinyatakan, Model Komuniti Atas Talian (CPM) untuk komuniti atas talian dibentangkan dan dinilai. Model in bertujuan mengkaji hubungan antara faktor-faktor Teori Tingkahlaku Dirancang (TPB), Sokongan Sosial (SST), kepuasan dan nilai diterima ke arah niat penyertaan berterusan dan tingkah laku komuniti atas talian. Faktor-faktor yang menyumbang kepada model ini dikenal pasti berdasarkan kajian literatur yang menyeluruh dan Purata Keselarasan Peratus (ACP) yang disahkan oleh tiga panel pakar. Kajian ini ditubuhkan menggunakan pendekatan positivist di mana metodologi kuantitatif digunakan untuk mengkaji hubungan korelasi antara faktor. Dengan menggunakan kaedah persampelan kebarangkalian, data dikumpulkan daripada 385 pengguna laman rangkaian sosial (SNSs) yang mempunyai sekurang-kurangnya dua tahun pengalaman. Hubungan hipotesis telah diperiksa menggunakan Structural Equation Modeling (SEM) berdasarkan Partial Least Squares (PLS). Penemuan kajian menunjukkan bahawa 9 daripada 10 hipotesis yang dihipotesiskan telah dicapai oleh CPM. Bukti kajian empirikal juga mendedahkan bahawa faktor sokongan sosial yang diukur dari segi sokongan maklumat dan emosi memberikan kesan positif ke atas niat,

tingkah laku dan nilai diterima untuk individu terus mengambil bahagian dalam komuniti atas talian. Sejurus itu, kajian ini memperkenalkan Model Penyertaan Berterusan (IF) untuk mengukur tahap pengekalan komuniti atas talian. Kesesuaian dan kepentingan komponen dalam rangka kerja yang dicadangkan disahkan oleh empat pakar dari bidang akademik dan industri. Berdasarkan penemuan kajian, prototaip yang dipanggil Senarai Semak Komuniti Atas Talian (OC²T) telah dibangunkan dan dinilai. Ujian penerimaan pengguna menggunakan instrumen manfaat dan kemudahan penggunaan (PUEU) yang dijalankan dengan lima belas pembangun laman web menunjukkan prototaip yang dibina dalam tahap realistik dan memuaskan. Seterusnya dapatan kajian juga menunjukkan bahawa OC2T bermanfaat dalam mengukur pengekalan komuniti atas talian. Akhir sekali, kajian ini juga menyumbang kepada penyelidikan komuniti atas talian dengan mencadangkan faktor-faktor dari teori psikologi social dalam meningkatkan pengetahuan dan penerimaan kita terhadap komuniti atas talian dalam model penyertaan berterusan.

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This thesis was submitted to the Senate of Universiti Putra Malaysia and has been accepted as fulfillment of the requirement for the degree of Doctor of Philosophy. The members of the Supervisory Committee were as follows:

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TABLE OF CONTENTS

		Р	age
ABST ACKN APPR DECL LIST (OWLE OVAL ARATI OF TAI OF FIG	BLES	i iii v vi viii xiii xvi xix
CHAP	TER		
1	1.1 1.2 1.3 1.4 1.5	Background Problem Statement Research Objectives Scope of Study Significance of Study 1.5.1 Theoretical Contribution 1.5.2 Practical Contribution Organization of Thesis	1 1 2 3 3 3 3 4 4
2		ATURE REVIEW	
2	2.1 2.2	Introduction Online Communities 2.2.1 Continuance Participation in Online Communities 2.2.2 Review on Online Communities 2.2.3 Online Communities Design System	6 6 8 10 13
	2.3	Related Models on Information Systems Continuance Participation 2.3.1 Theory of Reasoned Action 2.3.2 Theory of Planned Behaviour 2.3.3 Decomposed Theory of Planned Behaviour 2.3.4 Technology Acceptance Model 2.3.5 DeLone and McLean IS Success Model 2.3.6 Expectation Confirmation Model 2.3.7 Unified Theory of Acceptance and Use of Technology	15 16 17 19 20 22 23
	2.4	Gap Analysis 2.4.1 Related Models on Online Communities 2.4.2 Social Constructs in Continuance Participation Studies 2.4.3 Social Support Theory in Information Systems	25 27 31 32
	2.5	Summary	33

3	METH	HODOLOGY	34
	3.1	Introduction	34
	3.2	Positivism Research Approach	34
	3.3	·	35
		3.3.1 Literature Review	35
		3.3.2 Empirical Study	40
		3.3.3 Framework Development	48
		3.3.4 Prototype Development and Evaluation	49
		3.3.5 Interpretation of Results	51
	3.4	Ethical Considerations	51
	3.5	Summary	51
4	MOD	EL FORMULATION	53
	4.1		53
	4.2	Initial Model Development	53
	4.3	Hypotheses Development	54
		4.3.1 Development of the Structural Model	55
		4.3.2 Development of the Measurement Model	60
	4.4	Expert Validity	66
		4.4.1 Face Validity	66
		4.4.2 Content Validity	66
	4.5	Pilot study	68
	4.6	Summary	71
5	EMPI	RICAL STUDY	72
	5.1		72
	5.2		72
	5.3	Assessment of Measurement Model	73
		5.3.1 Internal Consistency	73
		5.3.2 Indicator Reliability	74
		5.3.3 Validity	76
		5.3.4 Summary of Results	79
	5.4	Assessment of Structural Model	80
		5.4.1 Collinearity Assessment	80
		5.4.2 Coefficient of Determination (R ²)	81
		5.4.3 Hypotheses Testing	83
	5.5	Blindfolding and Predictive Relevance of Model	85
		5.5.1 Assessment of Effect Size (f²)	85
		5.5.2 Summary of Results (Path Coefficients and Effect	00
		Size)	86
		5.5.3 Assessment of Predictive (Q²) Relevance	87
		5.5.4 Reputation Model (R ² and Q ²) Measures	87
	F C	5.5.5 Importance-Performance Map Analysis (IPMA)	88
	5.6	Hypothesized Model	88
	5.7	Summary	89

6	IMPL 6.1	EMENTATION OF THE PROPOSED MODEL Introduction	90 90
	6.2	Implementation Framework (IF)	90
	0.2	6.2.1 Continuance Participation Model (CPM)	91
		6.2.2 Continuance Participation Analysis Process	92
	6.3	Expert Review	98
	6.4	Summary	98
7		TOTYPE DEVELOPMENT	99
	7.1		99
	7.2		99
		7.2.1 Initial Analysis	99
		7.2.2 Functional Specifications	99
		7.2.3 Prototype Construction	100
	7.3	7.2.4 Prototype Implementation	108 108
	7.3	Summary	108
8	RES	JLTS AND DISCUSSIONS	109
	8.1	Introduction	109
	8.2		109
	8.3	Results and Findings of Prototype	111
		8.3.1 Test Instrument and Participants	112
	0.4	8.3.2 Usability Test Survey	113
	8.4	Discussions	121
	8.5	Summary	122
9	CON	CLUSIONS AND FUTURE WORK	123
	9.1	Introduction	123
	9.2	Research Contributions	124
		Limitations	125
	9.4	Future Work Directions	125
REF	ERENC	EES	127
APF	PENDIC	ES	149
BIO	DATA C	OF STUDENT	188
LIS	T OF PL	IBLICATIONS	189

LIST OF TABLES

Table	ole	
2.1	Literature on Online Communities Definition	8
2.2	Theoretical Models used in Continuance Studies	15
2.3	Summary of Gap Analysis on Reviewed Theoretical Models	27
3.1	Assessment of Measurement Model	44
3.2	Assessment of Structural Model	46
4.1	Operational Definition of Constructs	54
4.2	Measures of Constructs	60
4.3	Indicators for Social Support	62
4.4	Indicators for Satisfaction	63
4.5	Indicators for Attitude	63
4.6	Indicators for Perceived Behavioural Control	64
4.7	Indicators for Subjective Norms	64
4.8	Indicators for Perceived Value	65
4.9	Indicators for Continuance Participation Intention	65
4.10	Indicators for Continuance Participation Behaviour	66
4.11	Content Validation Results	67
4.12	Pilot Study Comments and Suggestions	68
4.13	Number of Indicators for Initial Instrument	68
4.14	Factor Loadings	69
4.15	Reliability Test for Initial Instrument	70
5.1	Demographic Details of the Respondents	73
5.2	Reliability of Constructs	74

5.3	Indicator Loading Factors (original)	75
5.4	Indicator Loading Factors (after modification)	76
5.5	AVE of constructs	77
5.6	Cross Loadings	78
5.7	Square Root of AVE	79
5.8	Measurement Model Results Summary	80
5.9	Inner VIF Values	81
5.10	Model Fit Indicator	81
5.11	Path Coefficients	82
5.12	Hypothesis Testing	83
5.13	Significance Testing Results of the Structural Model Path Coefficients	83
5.14	Summary Results of Hypothesis Testing	84
5.15	Results of the Effect Size (f²)	86
5.16	Summary of Path Coefficients and Effect Size for CPB and CPI	86
5.17	Summary of Path Coefficients and Effect Size for PV and SAT	87
5.18	Construct Crossvalidated Redundancy	87
5.19	Results of R ² and Q ² Values	88
5.20	IPMA Results	88
6.1	Checklist Items for Research Constructs	95
6.2	Weighted Checklist Template	97
6.3	Assessment of Results	98
7.1	Functions in OC ² T	100
7.2	Table Checklist	107
7.3	Table Users	107

8.1	Demographics of Expert Reviewers	109
8.2	Demographics of Respondents	112
8.3	Coefficient of Variation of PUEU	114
8.4	Summary of Agreement Level for PUEU Acceptance Test	115



LIST OF FIGURES

Figur	igure	
2.1	The Study Model	9
2.2	A Conceptual Template for Methodology Construction	14
2.3	Theory of Reasoned Action	16
2.4	Theory of Planned Behaviour	18
2.5	Decomposed Theory of Planned Behaviour	19
2.6	Technology Acceptance Model	20
2.7	Revised Technology Acceptance Model	21
2.8	IS Success Model	22
2.9	The Expectation Confirmation Model	23
2.10	Unified Theory of Acceptance and Use of Technology	24
3.1	Research Operational Framework	36
3.2	Data Analysis Process	43
3.3	Prototype Development Processes	49
4.1	Theoretical Model	53
4.2	Structural Model for Continuance Participation in Online Communities	55
4.3	Measurement Model for Continuance Participation in Online Communities	61
5.1	PLS Algorithm Reputation Model Results	82
5.2	Structural Testing Model Results	85
5.3	Continuance Participation Model (CPM)	89
6.1	Implementation Framework	91
6.2	Continuance Participation Model (CPM)	92

7.1	System Architecture for OC ² T	101
7.2	Flow Chart Design	102
7.3	Login Page	103
7.4	Home Page	103
7.5	Checklist Page	104
7.6	Checklist Items Page	104
7.7	Measures for Social Support Construct	105
7.8	Results Page	105
7.9	Past Results Record Page	106
7.10	Use Case Diagram	106
7.11	Content and Navigation Structure of OC ² T	107
8.1	Mean Scores for PUEU	113
8.2	Standard Deviation for PUEU	114
8.3	Level of Agreement for Item PUEU1	115
8.4	Level of Agreement for Item PUEU2	116
8.5	Level of Agreement for Item PUEU3	116
8.6	Level of Agreement for Item PUEU4	117
8.7	Level of Agreement for Item PUEU5	117
8.8	Level of Agreement for Item PUEU6	118
8.9	Level of Agreement for Item PUEU7	118
8.10	Level of Agreement for Item PUEU8	119
8.11	Level of Agreement for Item PUEU9	119
8.12	Level of Agreement for Item PUEU10	120
8.13	Level of Agreement for Item PUEU11	120



LIST OF ABBREVIATIONS

ACP Average Congruency Percentage

ATT Attitude

AVE Average Variance Extracted

CA Cronbach Alpha

CPB Continuance Participation Behaviour

CPI Continuance Participation Intention

CPM Continuance Participation Model

CR Composite Reliability

DTPB Decomposed Theory of Planned Behaviour

ECM Expectation Confirmation Model

F2 Effect Size

IF Implementation Framework

IPMA Importance-Performance Map Analysis

IS Information Systems

OC2T Online Community Checklist Tool

PBC Perceived Behavioural Control

PLS Partial Least Squares

PUEU Perceived Usefulness and Ease of Use

PV Perceived Value

Q2 Predictive Relevance

R2 Coefficient of Determination

SAT Satisfaction

SC Social Support

SEM Structural Equation Modeling

SN Subjective Norms

SNS Social Networking Sites

SST Social Support Theory

TAM Technology Acceptance Model

TPB Theory of Planned Behaviour

TRA Theory of Reasoned Action

UTAUT Unified Theory of Acceptance and Use of

Technology

CHAPTER 1

INTRODUCTION

1.1 Background

Social commerce, a new stream in e-commerce is an emerging platform with the increased popularity of Social Networking Sites (SNSs) such as the Facebook, LinkedIn, Twitter, wikis and micro blogging (Liang et al., 2011; Hajli and Khani, 2013a; Huang and Benyoucef, 2013b). With the massive evolvement of the internet, Web 2.0 instances hold great potential in reshaping the way consumers interact online. Web 2.0 is described as web pages that uses a two-way stream of communication that connects users, allowing them to socialize online (Evans, 2008) and share their own user-generated content (Lefebvre, 2007). Web 2.0 technologies has enabled individuals to develop and nourish relationships in detached social communities, to create and extend networks, and to produce combined effort through a collective interaction patterns of users (Granovetter, 1983). Additionally, these social interactions are deemed significant in promoting and ensuring the successful operation of online community sites (Corrocher, 2011).

Prior research suggests that in the next generation of online businesses, online communities play a pertinent role in attracting new customers (Bagozzi and Dholakia, 2002c; Ridings and Gefen, 2004). In fact, in the recent era the emergence of social commerce and its co-create environment has changed the passive behaviour of users to become active content creators on the internet (Hajli, 2012). With more and more people connecting through online communities, there is a huge need to study on online communities from the intention and behavioral perspectives. This study is crucial and has become a key research area in the Information Systems (IS) field (Bhattacherjee, 2001b; Bhattacherjee and Premkumar, 2004) with past research reporting on sites failing to retain operation due to lack of value these sites impart to the online communities (Bettoni *et al.*, 2007).

Investigating on continuance participation is focal because the social values and potential of online communities cannot be realized without users' ongoing participation (Jina *et al.*, 2010). At the same time, the sustainability and operability of the websites are highly dependent on the continuance usage and engagement of its own users (Al-Debei *et al.*, 2013). In IS however, research studies embarking upon different information technology widely covers aspects related to pre-adoption rather than post-adoption (Karahanna *et al.*, 1999; Hsu *et al.*, 2007; Al-Debei *et al.*, 2013).

Statistically reporting, site rankings provided by Alexa.com show that three of the world's ten most heavily trafficked websites are SNSs which include Facebook and Twitter. Other forecasts predict that social media sites will earn \$14.9 billion in revenue in 2012 and \$29.1 billion in 2015 (Gartner, 2011) mostly through advertising. SNSs depend on expanding their user bases to increase revenue and profits and thus identification of constructs that influence users' intention and behaviour to adopt and continuously use a particular SNS is a critical issue.

1.2 Problem Statement

Literature has reported that the lack of attention given for social related constructs influence the sustainability of online communities (Nolker and Zhou, 2005; Al-Debei et al., 2013; Hajli, 2014; Tsai and Bagozzi, 2014). Past research has also reported that evidence on sustained use of online communities is scarce (Jin et al., 2010a; Corrocher, 2011; Akwesi and Lekhanya, 2014). Additionally, many online communities have been reported to spring up but not surviving (Akwesi and Lekhanya, 2014) with past research also reporting on failing sites due to the limitation of social values imparted to online communities (Bettoni et al., 2007). Although there are a handful of IS continuance models developed and used for IS systems, there is a lack of specific continuance model emphasizing on social related constructs for online community sites (Al-Debei et al., 2013; Hajli, 2014). The social related constructs, a key determinant of online communities is a limitation that needs to be addressed (Hajli et al., 2015). In addition, lack of guidelines in the development of online community sites in ensuring continuance participation and the sustainability of online communities are vital issues to online community developers (Al-Debei et al., 2013; Hajli, 2014) that needs to be addressed. This is evident because documents reporting on the development or the design of popular social networks are yet to be published (Akhgar, 2013). With thousands of social networks springing up it is crucial to establish a guideline for ensuring the sustainability of online communities (Al-Debei et al., 2013).

Therefore, answering to the following research questions was an apparent motivation for this research to be conducted:

- i. What are the constructs that influence the intention and behaviour to continue using online communities?
- ii. How to ensure the sustainability of online communities?

1.3 Research Objectives

The main objective of this research is to identify constructs influencing the intention and behaviour to continue participating in online communities. Thus it hopes to achieve the following objectives:

- To analyse the constructs that influence the intention and behaviour to continue participating in online communities
- ii. To propose a continuance participation model for evaluating the sustainability of online communities

1.4 Scope of Study

This research was conducted on the basis of developing a theoretical model to explain online communities' continuance participation intention and behavior in SNSs. The foundations of the constructs proposed for the theoretical framework are based on the literature study, analysis on the existing SNSs as well as expert reviews.

The context of this study is based on established SNSs such as Facebook, Twitter, LinkedIn and Google+. The overwhelming responses in the adoption rate of these sites make this phenomenon worth investigating.

This study is based on empirical research and focuses on respondents with experience using the SNSs. The proposed framework is then validated by a prototype to evaluate the sustainability of online communities.

1.5 Significance of Study

This study has made the following contributions:

1.5.1 Theoretical Contribution

- The model proposed in this study contributes to the online community literature as a theory model by grounding the intention and behavioural constructs
- ii. The addition of the social support constructs; informational and emotional, satisfaction and perceived value constructs contribute by improving the standard theory of planned behaviour constructs in driving continuance participation in online communities

1.5.2 Practical Contribution

- i. The proposed model aids developers to focus on pertinent constructs required for continuance engagement of online communities
- ii. The proposed model also serves as a guideline for evaluating the sustainability of online communities

1.6 Organization of Thesis

This study comprises of nine chapters. A brief description of each chapter is presented as follows:

Chapter 1 presents the overview and background of the research. Particularly, it presents the problem statement, research objectives, research scope and significance of the study.

Chapter 2 details out the literature review undertaken for the purpose of this research which comprises of online communities, related models on information systems continuance participation as well as related models on online communities and highlights the research gap in the online community research.

Chapter 3 explains the methodology and data analytical techniques carried out in this study. This chapter is established on positivism research approach, quantitative method and survey design. The methodology of this study is also discussed.

Chapter 4 discusses the development of the hypothesized model which includes the structural and measurement model. This chapter also discusses the pilot study findings.

Chapter 5 presents the in-depth analysis of the empirical evaluation of the theoretical model. Specifically, it describes the assessment of measurement and structural model, blindfolding and predictive relevance of model using the Partial Least Square (PLS) of Structural Equation Modeling (SEM) approach.

Chapter 6 discusses on the implementation of the proposed model. This includes the mapping of the hypothesized model with the measures and continuance participation analysis process.

Chapter 7 illustrates the prototype design with detailed steps involved in the development which includes the initial analysis, functional specifications, prototype construction and prototype implementation followed by the evaluation involved in the testing of the prototype using the system usability scale.

Chapter 8 presents detailed discussion on the findings of this study. This includes the significance of the relationships between proposed constructs, evaluation of proposed model and implementation framework, prototype and summary of results.

Chapter 9 presents the theoretical and practical contributions of this research. Directions for future work based on the limitations are also addressed in the present study.

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