Chapter XII

Predicting Electronic Communication System Adoption:
The Influence of Adopter Perceptions of Continuous or Discontinuous Innovation

Gary Hunter, Illinois State University, USA
Steven Taylor, Illinois State University, USA

Abstract

This study examines whether perceptions of the type of innovation (discontinuous relative to continuous) influences predictions of electronic communication system adoption. The factors that influence adoption and their relative importance are hypothesized to differ depending on whether the electronic communication system is perceived as continuous or discontinuous by the adopter. A survey of firms’ intentions to adopt customer relationship management software is used to test the hypotheses. The theoretical bases of the study are the Gatignon and Robertson (1989) model of diffusion and the behavioral delineation of continuous and discontinuous innovations (Rogers, 1983).
Introduction

Customer relationship management (hereafter referred to as CRM) is a form of electronic communication system that is growing in importance in today’s business environments. For example, at a recent National Retail Federation convention, all of the executives indicated that they intended to invest in customer relationship management (CRM) activities in the coming year (Levy & Weitz, 2004). The Aberdeen Group (2003) predicts that CRM total spending (software, services, and related hardware) will grow at a compounded annual growth rate of 6.7% from 2003 to 2006, by which time it will attract $17.7 billion in spending.

CRM is defined as

... a business strategy to select and manage the most valuable customer relationships. CRM requires a customer-centric business philosophy and culture to support effective marketing, sales, and service processes. CRM applications can enable effective customer relationship management, provided that an enterprise has the right leadership, strategy, and culture.

(Thompson, 2002, p. 1)

Thus, while CRM is a business strategy that does not require an electronic communication program to implement, in practice it often involves the use of such a program. However, research is limited regarding the different factors that influence a firm’s likelihood of adopting such a communications program. Research examining the differential impact of factors when a firm is upgrading an existing program rather than initially adopting a program is even more limited. This assertion provides the foundation for our study concerning the diffusion of communication-related technology. Rogers (2004) reports that to date more than 5,000 academic publications have been reported related to the concept of diffusion of innovation across a multitude of social science domains. The goal of this study is to contribute to this line of inquiry by determining whether the factors influencing the initial adoption of electronic communication technologies differ from the factors influencing upgrades of electronic communication technologies. The theoretical bases of the study are the diffusion of high technology products framework tested by Gatignon and Robertson (1989) and that of continuous/discontinuous innovations (Rogers, 1983).

Results of the study are important because they should provide strategic guidance to electronic communication service providers. The results should also offer information regarding whether service providers should use a differentiated or non-differentiated strategy. Using the correct strategy should offer cost savings to communication service providers. Finally, the study is important because it offers guidance on the relative importance of the factors influencing adoption. Electronic communication service providers could use this information to focus on those factors seen as relatively more important by their customers.
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