Analyzing the Impact of Social Network Sites and Social Applications on Buying Attitude in Developing Nations
Consumers’ Engagement Using Flourishing Digital Platforms

MD Sarwar-A Alam, University of Science and Technology Beijing, Beijing, China
Daoping Wang, University of Science and Technology Beijing, Beijing, China
Kalsoom Rafique, Zhongnan University of Economics & Law, Wuhan, China

ABSTRACT
This article investigates the relationships among social network sites (SNSs) and social apps (SAPs) on consumers’ online purchase attitude (OPA) with moderating effect of gender (GND). Structural equation modeling using SPSS and supporting tools was employed to represent the correlations among adopted constructs. To this end, the questionnaires were distributed to online shoppers from September 2017 and November 2017. The findings revealed the positive relationships of SNSs, i.e., Facebook, LinkedIn, Twitter, YouTube, and Pinterest on consumers’ OPA. Second, it is found that SAPs, i.e., Whatsapp, Facebook messenger, Wechat, Instagram, and Snapchat have positive relationships on consumers’ OPA. In addition, it is found that GND did not moderate the relationships among SNSs, SAPs, and consumers’ OPA. This study furnishes insights how strategic managers can utilize such social media tools in marketing communications to empower consumers’ OPA in today’s era. Aside, study provides future studies for academicians and professionals.

KEYWORDS
Consumers’ Intention, Developing Country, Social Applications, Social Network Sites, Social Platforms

INTRODUCTION
The flourishing networks of information communication have transformed the ways of interaction for the organizations and customers due to the widespread acceptability and usability of an Internet. Internet has become a prime element for entire business activities where experts have examined the significance of the Internet in information systems (IS) and information communication technologies (ICT) related studies in unlike contexts, dimensions, and business operations (e.g., Venkatesh & Davis, 2000; Waheed & Jianhua, 2018; Venkatesh, Morris, Davis, & Davis, 2003; Tiago & Verassimo, 2014; Mathews, Bianchi, Perks, Healy, & Wickramasekera, 2016; Constantinides, 2004; Waheed & Yang, 2017). Besides, the individuals are also motivated to adopt Internet-based social platforms to exchange information, ideas, cultural values, and entertainment using SNSs and SAPs in the present digital era (Venkatesh & Bala, 2008; Venkatesh & Davis, 2000; Tiago & Verassimo, 2014; Hwang
& Park, 2013). It is one of the prominent changes in individuals’ interaction because social networks have shifted habitats and behaviour of the consumers (Tiago & Verassimo, 2014).

The acceptability of advanced communication networks allows several benefits to advertising companies such as provides quick and reliable information within minimum cost (Bayo-Moriones & Lera-Lopez, 2007; De Vries, Gensler, & Leeflang, 2012). Besides, consumers’ behaviour has changed where they often prefer to acquire product information using disparate online platforms (El-Gohary, 2012; Tiago & Verassimo, 2014; Ozok & Wei, 2010). It is reported that 51% of the world’s population is an Internet user and such numbers are rapidly increasing (InternetWorldStats, 2017). It is reported that nearly 55% of the world’s population lives in the Asia region and 49% of Asians are Internet users (Maddock & Gong, 2005; InternetWorldStats, 2017).

In marketing perspective, such hip produces new opportunities for marketers to motivate the buying intention of such a huge consumer market using SNSs and SAPs (Tiago & Verassimo, 2014). Several SNSs and SAPs are operational though few got more popularity among Internet users, e.g., Facebook (FB), LinkedIn (LD), Twitter (TW), Youtube (YT), and Pinterest (PT) (Levy & Birkner, 2011; Michaelidou, Siamagka, & Christodoulides, 2011; Howard, Mangold, & Johnston, 2014). According to the report, worldwide FB users are 79.6%, LD 21%, TW 5.8%, YT 1.9, PT 9.1% (GlobalStatCounter, 2017). Likewise, several users are using SAPs on their m-devices, but some SAPs are highly acceptable, e.g., Whatsapp, Wechat, Facebook Messenger, Instagram, and Snapchat. It is noted that worldwide the users of the Facebook messenger (FBM) are 102.2 billion, Instagram (IG) 76 billion, Snapchat (SC) 51 billion, Whatsapp (WA) 17.4 billion, and Wechat users are 1 billion (Statista, 2017c). Wechat is one of more progressive Chinese mobile apps which are attaining the widespread attention of the individuals started its operation in 2011 (Statista, 2017b). Wechat is a multifunctional app such as social, business, and commerce (Lien and Cao, 2014; Statista, 2017b).

Such an extensive usage of SNSs and SAPs furnishes a new paradigm for marketers in gaining the massive attention of the individuals across the nations, including developing country such as Bangladesh. Bangladesh is a country of Bangal which is official recognized the People’s Republic of Bangladesh with approximately 166 million of the population (World Meters, 2017). The trend to shop a product is moving from conventional to online buying. Most of the Internet users prefer to buy a product online due to ease of usefulness, availability of product variety, and ease of communications (Van der Heijden, Verhagen, & Creemers, 2003; Wong et al., 2014). Nevertheless, several security risks are associated with online shopping, still 1.6 billion consumers desire to purchase a product online across the world (Miyazaki & Fernandez, 2001; Koong et al., 2008; Gefen et al., 2003). Such an attitude represents modern proliferation and adoption of an Internet as a source of online shopping. Online consumers’ buying is associated with an extent to which an individual buys a product or service using an Internet (Constantinides, 2004). Online purchase intention or attitude is defined as a condition to which consumers intends to buy or make a transaction online (Pavlou, 2003). There are distinct factors that may affect consumers’ OPA, including e-service, e-store, privacy, payment systems, fraud threats, ease of use, and trust factors (Pavlou, 2003; Van der Heijden et al., 2003; Park & Jun, 2003).

Several researchers suggested that developing a productive marketing strategy is an essential for strategic management to well trigger consumers buying intention, but the selection of a weak promotional tool may influence intention negatively (Brengman et al., 2001; Tsai et al., 2016). However, researchers have been revealed a drastic contribution of emerging technologies in sustaining and fostering the relationships with different customers and consumers, e.g., e-marketing (Coviello et al., 2001), Internet, Intranet, and extranet marketing (El-Gohary, 2012), email marketing (Pavlou et al., 2008), mobile marketing (Aydin & Karamehmet, 2017; El-Gohary, 2012), digital marketing (Tiago & Verassimo, 2014), database marketing (Coviello et al., 2001), online marketing (Kiang et al., 2000; Zhu et al., 2011), network and transactional marketing (Coviello et al., 2001), social media, social apps, and social networks sites marketing (Park et al., 2015).
A Case Study in the Emergence of Coherence through Cultural Change
www.igi-global.com/chapter/case-study-emergence-coherence-through/67024?camid=4v1a

Measuring and Diffusing Data Quality in a Peer-to-Peer Architecture
www.igi-global.com/article/measuring-diffusing-data-quality-peer/2116?camid=4v1a