

## Customer Perceived Value in Social Commerce: An Exploration of Its Antecedents and Consequences

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### Abstract

This study develops and empirically tests a conceptual model of customer perceived value and its antecedents and consequences on the social commerce context. The study identifies online service quality and online trust as factors influencing customer perceived value and customer satisfaction as a consequence of customer perceived value in social commerce. A detailed questionnaire was developed to measure the relationship between the aforementioned variables and data was collected from 149 Jordanian web users by email. The data was analyzed using PLS-SEM technique.

The results provided support for the theoretical model of this study. In particular, the study identified that all dimensions of perceived value were found to have a significant effect on customer satisfaction. Specifically, the study found that both social value and information value to have a significant effect on customer satisfaction.

Furthermore, the study identified that online trust and online service quality are factors having direct influence on customer information and social value. It was found, however, that online service quality is the strongest predictor of customer perceived value. Finally the study discusses the implications and scope for future research in the area.

**Keywords:** Social Commerce, Customer Perceived Value, Information Value, Social Value; Online Trust, online service quality.

# Customer Perceived Value In Social Commerce An

**Mohd Suki, Norazah**



## **Customer Perceived Value In Social Commerce An:**

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*Consumer Behavior in the Internet Era* Gong Sun, Lester Johnson, Jie Li, 2022-11-28

*The Social Commerce Handbook: 20 Secrets for Turning Social Media Into Social Sales* Paul Marsden, Paul Chaney, 2012-10-09

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