

1387 -28  
223 255

\*\*

- \*

\*\*\*

1"

"

"

3"

"

2"

"

"

:

.86/11/27 :

86/7/14 :

\*

\*\*

\*\*\*

1. Web Site
2. Online
3. Brand

[Simeon, 2001, 299]

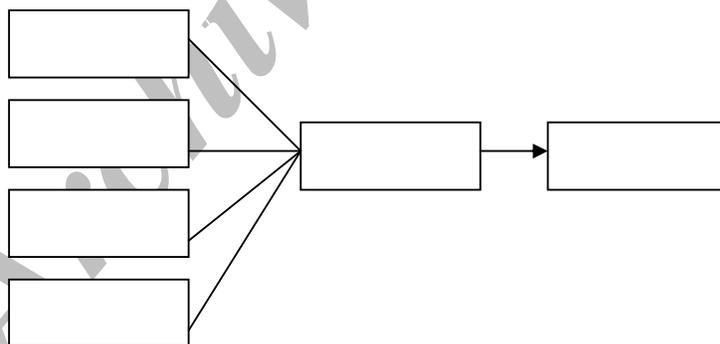
[Breen, 1999, 86]

[Clark, 1997, 95]

Archive of SID

Randall, ]

. [1997, 156



.1

(Source: Gemmeruse *et al.*, 2004, 179)

Randall, ]

1 .[1997, 98

:

.  
-  
[351 1379 ]

.  
.  
.  
[Randall, 1997, 15].

Archive of SID

: :1

.1

					✓	Buchanan & Lukaszewski[3]	1
					✓	Lewis[8]	2
✓	✓			✓	✓	Janal[7]	3
✓			✓		✓	Strauss & Frost[14]	4
			✓	✓		Mc Henry[9]	5
			✓			Flanders & Willis,[6]	6
✓			✓			Williamson[15]	7
			✓			Aaker[1]	8
✓						Breen[2]	9
		✓	✓		✓	Robert Liljenwall[17]	10
			✓		✓	Edwin Lau[18]	11
			✓		✓	Michael Daehn[19]	12
✓			✓			Stefano Marzano[20]	13
			✓			John Marsh[21]	14
			✓			Charlie Tarzian[22]	15
			✓	✓	✓	Joanna Ledgerwood[23]	16
							17

:1

[Lewis, 1999, 92]

:2

[Janal, 1998, 64]

:3

I

- 
- 1 . Target Audience
  - 2 . Be Early
  - 3 . Be Memorable

. [ Flanders & Willis , 1996 , 146]

:<sup>1</sup>

Mc ]

. [Henry, 1999, 115

:<sup>2</sup>

. [Janal, 1998, 112]

- 
1. Create a Personality
  2. Building Top-of-Mind Awareness

:<sup>1</sup>

.[Breen, 1999, 75]

[Williamson, 1999].

.[Shannon , 1999 , 142].

" " "

Delone and Mclean, 2003, ]

.[127

2"

" .

:

- 
- 1- Long-Term Relationship
  - 2. End-User Satisfaction Computing

.<sup>1</sup>

:

.

. [McKinney *et al* , 2002 , 301]

.<sup>2</sup>

:

. [Ibid]

.<sup>3</sup>

:

.

. [Ibid , 302]

.<sup>4</sup>

:

. [Ibid]

.<sup>5</sup>

:

.

[ Ibid].

- 
- 1. Relevance
  - 2. Timeliness
  - 3. Reliability
  - 4. Scope
  - 5. Usefulness

:

:

:1

[Ibid , 303]

:2

:3

[Ibid, 304]

:4

[Ibid]

2

- 
- 1 . Accessibility
  - 2 . Usability
  - 3 . Interactivity
  - 4 . Navigation



[Buchanan & Lukaszewski , 1997, 217]

Archive of SID

30

---

1. Likert

" "

.

. "SPSS "

.

70

78

:

.1

.2

.3

.3-1

.3-2

Archive of SID

:

:

"

"

800

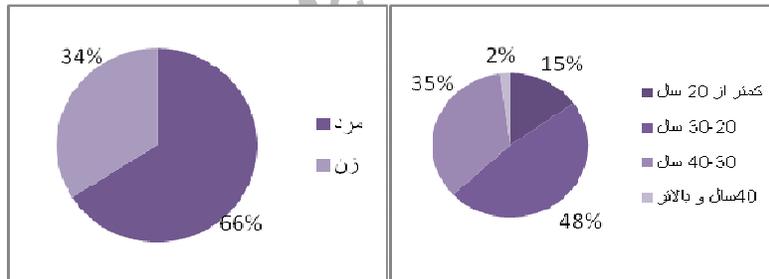
1200

2000

140

0/95

6 3

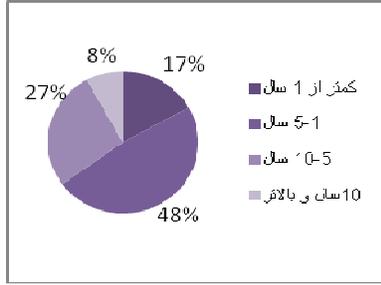


4

( )

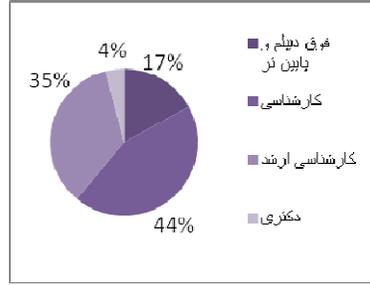
3

( )



.6

( )



.5

( )

.4

Excel SPSS

) 0/028 " P-Value" 0/186 (γ)

: .(2

$\alpha = 0/05$  f  $P-Value = 0/025$

$H_0$  0/05

Archive of SID

.7

0/186	1/000		
0/028	---		
140	140		
1/000	0/186		
.	0/028		
140	140		

0/002 P-Value 0/257 (γ)

: .(8 )

α=0/05 f P-Value=0/002

H 0/05

.8

0/257	1/000		
0/002	--		
140	140		
1/000	0/257		

--	0/002	
140	140	

(

(-0/3369) (t = -6/747)

(.9 ) H

%5

.9

%95		-		t	
-0/2382	-0/4356	-0/3369	139	-6/747	

(

(-2/0619) (t = -31/359)

(.10 ) H

%5

Archive of SID

.10

%95		-		t	
-1/9319	-2/1919	-2/0619	139	-31/359	

(-0/6119)

(t = -12/881)

.(11 )

H

%5

.11

%95		-		t	
-0/5180	-0/7058	-0/6119	139	-12/881	

12

.12

	:
	:
	:
	:
	:

(

:

.

.

1"

"

.

Archive of SID

---

1: Word of Mouth

Archive of SID

Archive of SID

Archive of SID

Archive of SID

---

1. Word of Mouse

-

2

.1:

. 3

Archive of SID

(

1"

:

---

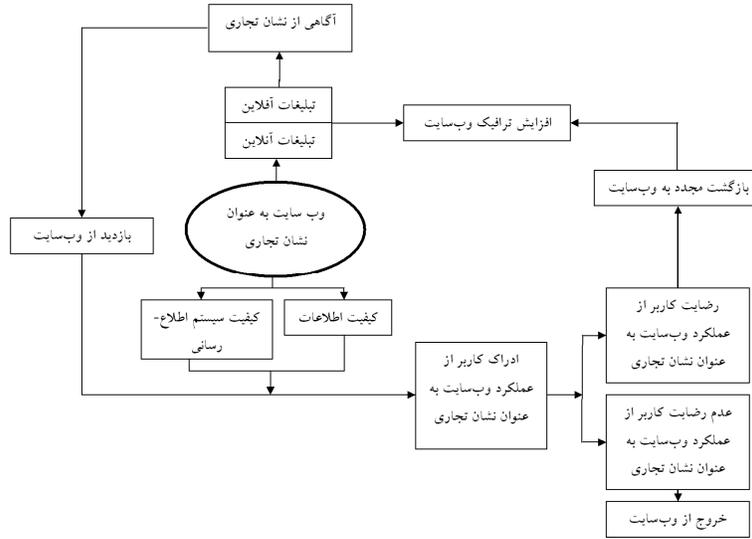
1. Offline

Archive of SID



13

Archive of SID



.13

Archive of SID

Archive of SID

- :
- " " (1379) -1
- " " (1384) -2
- . : ,
3. Aaker , D. A. (1996) "Building Strong Brands", New York NY, Free Press.
  4. Aarts, Emile H. L. and Marzano ,Stefano (2003), "*The New Everyday: Views on Ambient Intelligence*", Rotterdam: The Netherlands, Publishers pp: 114-263.
  5. Breen, B. (1999), "*Building Stronger Internet Identities*". London : Marketing.
  6. Buchanan, R. W. Jr., and Lukaszewski, C. (1997), "*Measuring the Impact of Your Web Site*", New York Ny: John Wiley & Sons Inc.
  7. Clark, B. (1997), "*Marketing Management Chicago*", Vol. 5, No. 3/4, pp: 90-95.
  8. Creative, Good (2002), "*Dot.Com Survival Guide , Creative Good Inc*" , Available at : [www.creativegood.com](http://www.creativegood.com)
  9. Doctors, R. (1999), "Branding: Shotgun or Rifle?", *The Journal of Business Strategy Boston*, Vol.20, Issue 4.
  10. Flanders, V. and Willis, M. (1996), "*Web Pages that Suck-Learn Good Design by Looking at Bad Design*". Almeda, K, T. P. "*A New Marketing Paradigm for Metoder*", Lund :Student Literature.
  11. Gann, R. (2000)," Strategy: Online Security, Unlock the Door to Secure E-Business, " Computing, PP.32.
  12. Janal, D. S. (1998), "*Online Marketing Handbook: How to Promote, Advertise and Sell your Products and Services on the Internet*". New York NY, John Wiley and Co.
  13. Kim, S. E. Shaw, T. and Schneider, H. (2003) "Web Site Design Benchmarking within Industry Groups, Internet

- Research": *Electronic Networking Applications and Policy*, Vol, 13. No 1, PP: 17-26.
14. Lewis, L. (1999), "Branding the Brand", *Progressive Grocer*. Vol, 78, No.7, pp: 90-99.
  15. Lynch, P. J and Horton, S. (1999), "Web Style Guide: Basic Design Principles for Creating Web Sites", New Haven, CT: Yale University Press.
  16. Liljenwall, Robert (Eds.). (2004), "*The Power of Point-of-Purchase Advertising: Marketing at Retail*", San Francisco: Point-of-Purchase Advertising Intl, pp: 74,106,187.
  17. Lau, Edwin (2005), "*E-Government for Better Government*", Paris OECD Publishing pp: 31,167.
  18. Ledgerwood, Joanna; White, Victoria, and Brand, Monica (2008), "*Transforming Microfinance Institutions: Providing Full Financial Services to the Poor*", Washington, DC : World Bank Publications, pp: 116-122.
  19. McHenry, J. (1999), "*Building Brand on the Web*", Public Relations Tactics. Lulea University of Technology.
  20. Marsh, John (1999), "*The Continuous Improvement Toolkit: A Practical Resource for Achieving Organizational Excellence*", London : BT Batsford, pp: 51-53.
  21. McKinney, V., Yoon, K., Zahedi, F. M. (2002), "The Measurement of Web Customer Satisfaction: An Expectation and Disconfirmation Approach", *Information System Research*, Vol. 13, No. 3, pp: 296-315.
  22. Randall, G. (1997), "*Branding*", London, Kogan Page.
  23. Sterne, J. (1997) "Web Advertising Good Policy, Expert Says", *Business Insurance*, Vol. 31, Issue 27.
  24. Strauss, J. and Frost, R. (1999), "*Marketing on the Internet: Principles of Online Marketing*", Upper Saddle River, N.J: Prentice Hall.
  25. Spool, J., Scanlan, T Schroder, W Snyder C. and De Angels, T. (1999), "*Web Site Usability: a Designers Guide*": Morgan Kaufmann Publishers, New York, Ny.

26. Simeon, R.(2001), "Evaluating the Branding Potential of the Web Sites across Borders", *Marketing Intelligence & Planning*, Vol.19, No. 6, PP: 298-320.
27. Tarzian, Charlie (2008), "Innovation = Simplicity: Insights from a Marketing Master",,: GET NJ New Jersey.
28. Williamson, D. A. (1999), "Net Brands can Ring Hollow". *Advertising Age*. Vol. 70, No. 46, pp: 142-166.

Archive of SID