

Application of Structural Equation Modeling : Establish road running satisfaction model

Chao-Sen Wu

Department of Tourism and Hospitality, TransWorld University, Taiwan
Corresponding author: Chao-Sen Wu

ABSTRACT : This research mainly explored the participation motivation and satisfaction of road runners. This research conducted questionnaire survey, distributed 800 copies of questionnaire. The recovery rate was 82.125%. The results show that the participation motivation of road runners will enhance their satisfaction. Through the creation of value of road running, road running competition organizers shall introduce the benefits of road running, strengthen the quality of service, enhance the effectiveness of competitions, and prevent emergencies, which will increase the satisfaction of road runners and event participants with the overall events.
KEYWORDS - Participation Motivation, Satisfaction, Road Running

Date of Submission: 02-06-2021

Date of Acceptance: 16-06-2021

I. INTRODUCTION

According to the U.S. Travel Association(2012), more than 8 million runners worldwide participate and complete events each year, and many travel activities occur as a result of road race events. Road races or marathons are popular with the general public and become a major event attracting tourists from all over the city or area, attracting tourists even more than niche sports events (2012). Shipway and Holloway (2010) found that running is one of the easy-going and fun leisure activities that have the added benefit of personal prestige and good health, and have chosen to take part in running.

Motivation is the stimulus or drive that people produce to meet their needs, and it is also an important factor that affects human behaviour(2012). Ttail and James(2001) motivation in sports consumption motivation scale is divided into push and pull two factors. Kotler (2003) argues that motivation is a demand that motivates people to take actions as well as individual thoughts, which can produce running behaviors by gradually increasing motivation, and how runners transform the idea of participation into the motivation of participation and participate in the competition, Is one of the researchers' purposes. Kotler and Keller (2011) refer to the pleasure experienced by individuals from the perception of the result and the expectations of the product. Whether as a consumer or participant, the actual feelings of the purchased products and the participating activities are compared with the feelings of the inner expectations to get the evaluation and feelings about the products and activities. Deci and Ryan (1985) study the behavior of individuals with internal motivation to engage in activities, according to their own choices, in a pleasant mood self-determination attitude control behavior. Externally Motivated Individuals engaged in activities, subject to a variety of external circumstances, to produce internalized and self-determined perceptions of their actions, are individuals' internal drive that prompts individuals to act to meet particular needs.

How the organizers can understand the needs of runners during the booming marathon? To create a market for the marathon, improve the motivation of the runners to participate in the event, so that runners can meet the requirements of leisure benefits. Increase satisfaction is a key factor in promoting the marathon(2015). Liu, Huang, Kuo and Chen (2015) that tourist satisfaction is the key to the success of sports events. Chiu and Pi (2008), Tsai, Hsieh and Tseng(2008), Lien and Chen(2015), their research in marathon suggests that there is a significant correlation between motivation and satisfactionThe competition will meet the motivation of the participants and the satisfaction will also improve.

In light of the above views of scholars in the past, this study holds that participation motivation can be applied to the main framework of competition, enhance the overall quality of road running activities, improve the satisfaction, and has adaptability, originality, and value.

II. LITERATURE REVIEW

2.1 Participation motivation

There are many factors that attract people to engage in a particular activity. Motivation is definitely a very important topic for discussion (2015). Kotler (2003) argues that motivation is a requirement that adequately motivates people to act. Scholz, Nagy, Shüz, and Ziegelman (2008) examines motivation for first-time

participation in marathon runners, pointing out that there is a positive correlation between increased self-efficacy levels and positive outcome expectations and marathon outcomes. Agrusa, Kim, and Lema (2011) analysis the Honolulu marathon's motivation to pay for expectation of reward, attractiveness of this competition, enhancement of health and marathon ability and invigoration of life. Lien and Chen (2015) pointed out that runners get different leisure experiences and feelings through the participation of marathon activities. In the continuous participation in the competition process, runners can feel the satisfaction of the inner soul, gain a sense of accomplishment, belonging, and enhance self-confidence.

2.2 Satisfaction

Oliver (1981) argues that consumer satisfaction refers to the immediate response to the level of value that a given service or product is using in the context of a particular product or service. Kotler (1991) argues that customer satisfaction is the consumer's perception of the functional characteristics of a product and the individual's expectation of the product. The two are compared to form a level of satisfaction, which is the difference between perception and expectation. In other words, satisfaction is the difference between self-perception of service or product before and after use (2003). Joewono and Kubota (2007) argues that satisfaction is a measure of the product and service based on past experience of the customer, an assessment of the overall consumer experience. Taken together, satisfaction represents a kind of leisure activities that fulfill the perceived value of personal subjective expectations(2001).

III. METHODOLOGY

3.1 Research Framework

Based on the above motives, purposes and literature review, research framework is constructed, as shown in Figure 1.

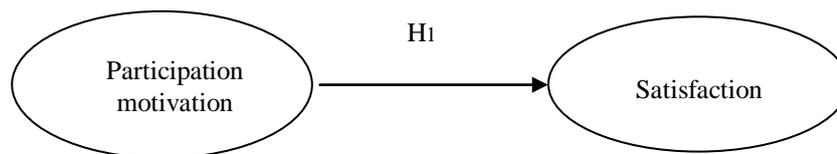


Figure1: Research Framework

3.2 Research hypotheses

H1 : Participation motivation of participants has a significant and positive impact on their Satisfaction.

3.3 Measurement of research variables

This research analyzed the three variables, and the measurement of each variable is as follows.

(1) Participation motivation

The study scale is mainly based on the structure proposed by Liu, Huang, Kuo and Chen (2015). It contains four dimensions (including health & fitness, life incentives, social networking, stress relieving, leisure experience & achievement pursuit) and 12 questions to assess road runners after the introduction of participation motivation.

(2) Satisfaction

The study scale is mainly based on the structure proposed by Liu, Huang, Kuo and Chen (2015). It contains three dimensions (including physical and mental, schedule, service, quality and landscape overall standard) and 9 questions to assess road runners after the introduction of participation motivation.

3.4 Research scope and samples

This study regarded people who had participated in running race as its subjects. Limited by this way of survey, it required the high cooperation of consumers. Convenience sampling was adopted. With the consent of the subjects, the investigation was conducted between August to November 2017. It was expected to distribute 800 copies of questionnaire.

3.5 Pre-test questionnaire reliability analysis

The pre-test questionnaire sample collection was conducted on June 18, 2017, in Chiayi City. A total of 30 pre-test questionnaires were retrieved, and the reliability coefficient Cronbach's α value was used to measure the consistency of the questions about the three variables. After reliability analysis, the Cronbach's α coefficient for participation motivation was 0.82, that for satisfaction was 0.92. According to DeVellis(1991), when the Cronbach's α coefficient is greater than 0.7, there is high reliability. Thus, the pre-test reliability analysis of the

questionnaire showed that the research variables had reliability coefficients over 0.7, and since the scales had related literature as the theoretical foundation, the content validity was good.

IV. RESULTS

4.1 Description of the sample structure

Convenience sampling was employed in this study. It had distributed 800 copies of questionnaire and collected 716 copies, wherein, 59 copies were invalid, while 657 copies were valid. Hence, the recovery rate was 82.125%. It used the statistical software of SPSS to analyze sample structure. The basic data of samples covered five aspects, including gender, age, educational level, occupation, and average monthly income, whose distributions are described below in detail.

In terms of gender, most of the respondents are "male". There are 375 "males", accounting for 57.0% of the total respondents, while there are 282 females, 43.0%. With respect to age, most of the respondents are over "30-40 years old" (259 respondents, 38.5%), followed by those of "21-30 years old" (185, 27.4%), "41-50 years old" (108, 16.0%), "51-60 years old" (55, 8.2%), "61-65 years old" (42, 6.2%); and "above 65 years old (inclusive)" (26, 3.7%). In regard to educational level, most of the respondents graduated from "colleges and universities" (290, 43%), followed by those from "junior colleges" (223, 33.1%), "post-graduate schools" (132, 19.5%), and "senior (vocational) schools" (30, 4.4%). In terms of occupation, most of the respondents are engaged in "business" (229, 34%), followed by those in the service industry (185, 27.5%), "the electronic industry" (132, 19.6%), and "others" (129, 18.9%). With respect to monthly disposable income, most of the respondents have "NTD20,001-NTD35,000" (217, 32.2%), followed by "NTD35,001-NTD50,000" (172, 25.5%), "NTD50,001-NTD65,000" (136, 20.2%), "NTD65,001-NTD80,000" (95, 14.2%), "NTD80,001-NTD95,000" (34, 5.0%), and "above NTD95,001 (inclusive) (21, 3.1%)".

4.2 Reliability and validity analysis

This study used AMOS statistical software to carry out confirmatory factor analysis and structural equation model analysis for the dimensions of the questionnaire. First, the measurement model constructed by this study underwent testing for model fitness, reliability, and validity. In order to verify the relationship between each dimension and item, this study focused on the participation motivation, Total Quality Management, and satisfaction to engage in confirmatory factor analysis. According to Fornell and Larcker (1981), a composite reliability value (CR) over .6, and an average variance extracted (AVE) over .5 respectively demonstrate that the research variable scale has good convergent validity and reliability. Hatcher (1994) proposed that the confidence values formed by covariance and standard error do not include 1, which indicates good discriminant validity between the dimensions.

This can be calculated as follows:

$$CR = \frac{(\sum \lambda_i)^2}{[(\sum \lambda_i)^2 + \sum \theta_i]} \tag{1}$$

$$AVE = \frac{(\sum \lambda_i^2)}{[\sum \lambda_i^2 + \sum \theta_i]} \tag{2}$$

λ = Observe the normalized load of the variable in the potential variable

θ = Observe the measurement error of the variable

From the convergent validity and reliability of participation motivation and satisfaction shown in Tables 1, 2, it was found that all of the completely standardized factor loadings in the scales were greater than 0.5. Each item also reached the level of significance, with the CRs between 0.806 and 0.935 and the AVEs between 0.608 and 0.758, which indicated that the two variables had good convergent validity and reliability. In addition, the potential construct discriminant validity analysis showed that the bracket formed by the covariance of participation motivation and satisfaction variable's two dimensions and plus or minus two multiples of standard error shown in Table 4, which conformed to the standard by Hatcher (1994). According to the analytical results, the dimensions of this study were obtained by weighting the factor loading of each item (the significance level of α was .05).

Table 1: Convergent validity and reliability analysis of participation motivation scale

Variable	Dimensions	Number of item	Normalized factor loading	Composite reliability	Extracted variance
Participation motivation	Goal achievement	A4	.830*	.814	.612
		A5	.780*		
		A6	.834*		
	Social links	A10	.793*	.856	.686
		A11	.786*		
		A12	.751*		
	Events attract	A7	.838*	.920	.738

	Healthy physical fitness	A8	.829*	.832	.662
		A9	.720*		
		A1	.777*		
		A2	.682*		
		A3	.660*		

Note: * indicates $p < .05$ and it reveals significant difference;
 Fitness: RMR =.017; GFI =.94; AGFI =.93; NFI =.95; CFI =.96; RFI =0.93; RMSEA=.076

Table2: Convergent validity and reliability analysis of satisfaction scale

Variable	Dimension	Item number	Standardized factor loading	Composite reliability	Extracted variance
Satisfaction	overall satisfaction	C7	.859*	.843	.738
		C8	.854*		
		C9	.779*		
	service requirements	C1	.856*	.894	.758
		C2	.905*		
		C3	.841*		
	quality commitment	C4	.802*	.833	.638
		C5	.797*		
		C6	.787*		

Note: * $p < .05$, which reached a significant level;
 Fitness: RMR =.015; GFI =.94; AGFI =.92; NFI =.95; CFI =.94; RFI =.97; RMSEA=.062

Table3: Analysis of the latent facets validity of each scale

Scale	Surface comparisons		Confidence interval
Participation motivation	Goal achievement	<-> Social links	452-.577
		<-> Events attract	462-.561
		<-> Healthy physical fitness	466-.604
	Social links	<-> Events attract	443-.567
		<-> Healthy physical fitness	457-.568
	Events attract	<-> Healthy physical fitness	486-.620
Satisfaction	overall satisfaction	<-> service requirements	.376-.464
		<-> quality commitment	.575-.636
	service requirements	<-> quality commitment	.621-.811

4.3 AMOS empirical analysis results of the research hypotheses

Based on the analysis results, it is found that the regression coefficient of participation motivation to satisfaction is .285 $p < .05$, reaching a significant level. H1 is valid. Hence, participation motivation of road runners has a positive influence on satisfaction. It finds that, in terms of the four dimensions of participation motivation, road runners attach higher importance to "Goal achievement(.938, $p < .05$)" of participation motivation, followed by "Healthy physical fitness(.910, $p < .05$)" for road runners to participate in the motivation of a higher level of attention. Among the three dimensions of satisfaction, road runners attach the highest importance to "overall satisfaction (.922, $p < .05$)", followed by "service requirements (.909, $p < .05$)".

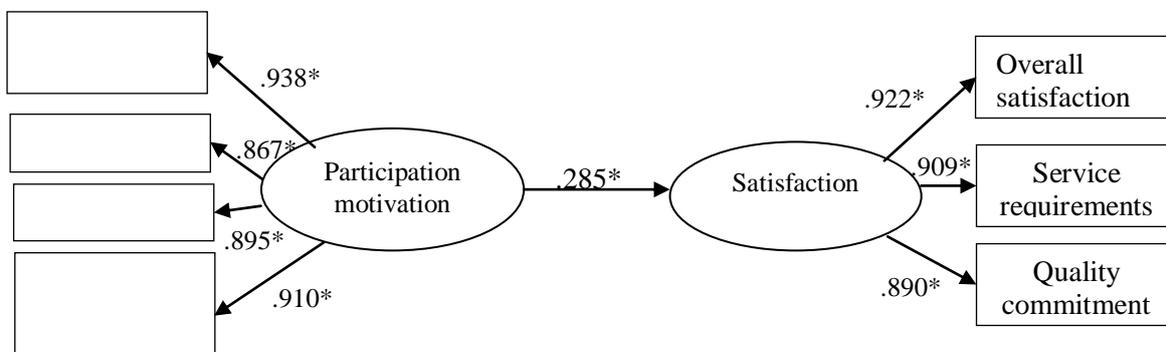


Figure2: Initial structural equation model

V. Conclusion and Suggestions

5.1 Conclusion

5.1.1 Influence of participation motivation on satisfaction

According to the results of this study, participation motivation of road runners will increase their satisfaction. In other words, when road runners have higher participation motivation, they will be more willing to satisfaction in future sports events. Figure 2 demonstrates that, among the assessment dimensions of participation motivation, the effect of " goal achievement " is the most prominent, followed by "healthy physical fitness". Among the assessment dimensions of satisfaction, the effect of " overall satisfaction " is the most obvious, followed by " service requirements " . Hence, road runners attach more importance to psychological dimensions than physical ones. The results of this study imply that, the improvement of sports involvement of participants, local attractions, and value and fun of events can enhance the recognition of road running races of the participants, and deepen the professional quality of road running, especially, the factor of service requirements in the dimension of satisfaction.

In addition to the participation of sports to improve physical and mental health, coupled with high local attractions, Attracting runners to participate in the competitions can be engaged in tourism activities in the tournament is also one of the incentives to participate in the motivation. In addition, the creation of value sharing of road running, and event planning and activity arrangements, road runners will resonate with road running. Participants who are enthusiastic about and interesting in road racing will be attracted. And the impression of and attitude toward road running of the public will be changed. Road running competitions can strengthen quality management of competitions and the involvement of runners, attract the attention of the public, create positive value of road running, and improve the recognition of runners to road race. Through the creation of value of road running, road running competition organizers shall introduce the benefits of road running, strengthen the quality of service, enhance the effectiveness of competitions, and prevent emergencies, which will increase the satisfaction of road runners and event participants with the overall events.

5.2 Suggestions

Road runners goal achievement and healthy physical fitness factors of participation motivation. The dimensions of satisfaction include overall satisfaction, service requirements, and quality commitment. It is suggested that sports organizers can cooperate with surrounding enterprises engaged in sightseeing and leisure industry. The characteristics of sports events and tourist attractions shall be combined to market local features, develop sports tour package. When sports events end, deep leisure and travel activities can be arranged. In addition to exercise, participants can experience local customs and alleviate pressure.

This research holds that, in terms of product design management at the beginning of competition design, the demands of participants shall be analyzed. Through customer relationship management system, activities and commodities in line shall be designed based on the characteristics and needs of different road running participants. With respect to personnel training, volunteers can be recruited. During sports events, quality information shall be provided. In the face of complaints of participants, professional knowledge and rapid response shall be leveraged on to address the problems raised by participants. When sports events end, for the purpose of continuous improvement, relevant communication shall be collected regularly via Facebook or relevant network communication software to serve as the basis for the improvement of quality of sports events. Then, road running competitions shall enhance the interaction with participants to learn their demands and establish correct standards for the quality of service of competitions.

To sum up, if they can marketing manage well before providing service, sports organizers will definitely meet the demands of road runners, improve their perceived value, reduce the occurrence rate of service and quality gap, and enhance participants' satisfaction.

5.3 Research Limitations

This research asked the respondents to fill in questionnaire. Affected by environment, emotion, attitude, subjective cognition, or external factors, they may have reservation in their answers. This research investigated participants of road running competitions. Then, this research adopted convenience sampling to select respondents of questionnaire. The demographic variables had not been evenly distributed. It is suggested that stratified sampling can be adopted for follow-up researches. The applications of its results to other sports events are limited.

REFERENCES

- [1]. Akama, J. S. & Kieti, D. M, "Measuring tourist satisfaction with Kenya's wildlife safari: a case study of Tsavo West National Park," *Journal of Tourism Management*, vol.24, pp.73-81, 2003.
- [2]. Agrusa J., Kim, S. S. & Lema, J. D., "Comparison of Japanese and North American runners of the ideal marathon competition destination," *Asia Pacific Journal of Tourism Research*, vol.16,no.2, pp.183-207,2011.
- [3]. DeVellis, R. F, "Scale Development Theory and Applications." London: SAGE,1991.

- [4]. Chiu, J. C. & Pi, L. L. "A Study of Service Quality and Satisfaction of the Marathon Event in Taiwan," *Journal of Taiwan Society for Sport Management*, vol.6, pp.1-20, 2008.
- [5]. Deci, E. L. & Ryan, R. M., "Intrinsic motivation and self-determination in human behavior." New York, NY: Plenum, 1985.
- [6]. Fornell, C., & Larcker, D. F., "Evaluating structural equation models with unobservables and measurement error," *Journal of Marketing Research*, vol.18, pp.39-50, 1981.
- [7]. Hatcher, L., "A Step-by-Step Approach to Using the SAS System for Factor Analysis and Structural Equation Modeling," NC: SAS Institute Inc, 1994.
- [8]. Joewono, T. B. and Kubota, H., "User satisfaction with paratransit in competition with motorization in indonesia: anticipation of future implications," *Transportation*, vol. 34, no.3, pp.337-354, 2007.
- [9]. Kotler, P., "Marketing management: Analysis, planning, implementation and control (7th ed.) ," NJ: Prentice-Hall, 1991.
- [10]. Kotler, P., "Marketing management : Analysis, planning, implementation, and control (10th ed.)," New Jersey: Prentice-Hall, 2003.
- [11]. Kotler, P. & Keller, K. L., "Marketing Management," UK: Pearson Education Limited, 2011.
- [12]. Lin, C. J. & Tang, H. C., "A Study of the Relationships among Participation Motivation, Recreation Specialization and Flow Experience in the Road Running Participants," *Journal of Hsing Kuo*, vol.16, pp.1-20, 2015.
- [13]. Lien, Y. I., I and Chen, M. Y., " A Study on Participation Motivation, Leisure Benefit and Satisfaction of Marathon Runners," *Leisure Study* ,vol.6,no.1, pp.48-69, 2015.
- [14]. Liu, C. C., Huang, C. L., Kuo, F. K. & Chen, Z. M., " Development of Road Race Events Participant' Behaviors Measurement Instruments in Taiwan," *Journal of Meihou University*, vol.35, no.1, pp.1-28, 2015.
- [15]. Petri, H. L. Govern J. M., " Motivation: Theory, research, and application (6th ed.) ," Belmont, CA: Wadsworth, 2012.
- [16]. Oliver, R. L., "A cognitive model of the antecedents and consequences of satisfaction decisions," *Journal of Marketing Research*, vol.17,no.4, pp. 460-469, 1981.
- [17]. Petrick, J. F., Morais, D. D., & Norman, W. C., " An examination of the determinants of entertainment vacationers intentions to revisit," *Journal of Travel Research*, vol.40,no.1, pp. 41-48, 2001.
- [18]. Research and Markets, " The 2011-2012 travel & tourism market research handbook," Retrieved from http://www.researchandmarkets.com/research/9a1d49/the_20112012_trav, 2011-2012.
- [19]. Scholz, U., Nagy, G., Shüz, B., & Ziegelman, J. P., " The role of motivational and volitional factors for self-regulated running training: Associations on the between and within-person levels," *British Journal of Social Psychology*, vol.47, pp.421-439, 2008.
- [20]. Shipway, R., & Holloway, I., " Running free: Embracing a healthy lifestyle through distance running," *Perspectives in Public Health*, vol.130, no.6, pp. 270-276, 2010.
- [21]. Trail, G. T., & James, J. D., "The motivation scale for sport consumption: Assessment of the scale's psychometric properties," *Journal of Sport Behavior*, vol.24, no.1, pp.108-128, 2001.
- [22]. Tsai, T. C., Hsieh, M. Y., and Tseng, S. P., " A Study of Participation Motivation and Satisfaction of Participant on the 2006 Lishan Marathon Competition," *Journal of Tainan University of Technology*, vol.27, pp.195-208 , 2008.
- [23]. The U.S. Travel Association (USTA, 2012). Retrieved from www.ustravel.org, february 24, 2014.

Chao-Sen Wu. "La Mercadotecnia Como Elemento De Mejora Para Una Empresa Familiar." *International Journal of Business and Management Invention (IJBMI)*, vol. 10(06), 2021, pp. 12-17. Journal DOI- 10.35629/8028