RELATIONSHIP BETWEEN SERVICE QUALITY FACTORS AND SPECTATORS' REVISIT IN IRANIAN SOCCER PREMIER LEAGUE

Author:

Farzad Ghafouri

email:

farzadghafouri@yahoo.com

Co-authors

Ezatollah Shahmansoori, Habib Honari, Arash Roshan

University

Allameh Tabataba'i University

Faculty:

Physical Education

Abstract

The purpose of this paper was to study effective factors on spectators' tendency to revisit the games with an emphasis on service quality. For this purpose, 450spectators were randomly selected among spectators of home premier soccer league stadiums and questionnaires distributed among them. After applying some modifications by experts and specialists, reliability (p=89/0) determined by Cronbach's alpha. Collected data from four stadiums were analyzed by regression test. Results indicated that among of studied factors, unpredictability of match (mean=3/73) and diversity of stadium entertainment and facility (mean=1/94) showed the most and least mean. respectively. Results also indicated that almost 66/7 of spectator satisfaction were explained by service quality (access quality, contest quality, facility quality, venue quality and sport quality). Regression coefficient indicated that sport quality had more effect (B=0/78, P=0/001) than other factors and access quality (B=0/16, P=0/001) have more effects on spectator satisfaction. Other factors (contest quality and stadium quality) had no significant effects. Furthermore, about % 55/1 of repeated attendance of spectator variance in future competitions explained by satisfaction. Eventually we can conclude that service quality is good anticipator for spectator satisfaction in sport event and their revisit in the future.

References:

- Abel, Correia, and Sandra, Esteves (2007). An exploratory study of spectators' motivation in football. Sport Management and Marketing, Vol. 2, 5/6
- 2. Aminuddin Yusof, Lee Hooi See (2008). Spectator Perceptions of Physical Facility and Team Quality: A Study of a Malaysian Super League Soccer Match. Research Journal of International Studies, Issue 8. 132-140
- 3. Bitner, M.J. (1992). Servicescapes: The impact of physical surroundings on customers and employees. Journal of Marketing, 56(2), 57–71.
- 4. Brady, M. K., & Cronin, J. J. (2001). Some new thoughts on conceptualizing perceived service quality: A hierarchical approach. Journal of Marketing, 65(July 2001), 34-49.
- 5. Forrest, D., & Simmons, R. (2006). New issues in attendance demand: The case of the English Football League. Journal of Sports Economics, 7(3), 247-266
- 6. Gall, M.D., Borg, W.R., & Gall, J.P. (1996). Educational Research: An introduction (6th ed.). White Plains, NY: Longman Publishers USA.
- 7. Greenwell, T. C., Fink, J. S., & Pastore, D. (2002). Assessing the influence of the physical sports facility on customer satisfaction within the context of the service experience. Sport Management Review, 5, 129-148.
- 8. J. Shonk, D (2006) Service Quality, Satisfaction, and Intent to Return in Event Sport Tourism. Journal of Sport Management, 2008, 22, 587-602
- 9. Hill, B., & Green, B.C. (2000). Repeat attendance as a function of involvement, loyalty, and the sportscape across three football contexts. Sport Management Review, 3, 145–162.
- 10. Kitn. H, LaVetter. David, & Lee.J. (2006). The Influence of Service Quality Factors on Customer Satisfaction and Repurchase Intention in the Korean Professional Basketball League. International Jotunal of Applied Sports Sciences, Vol. 18, No. 1, 39-58
- 11. Kotler, P. (1973). Atmospherics as a marketing tool. Journal of Retailing, 49, 48–64.
- 12. Mullin B.J, Hardy S & Sutton W.A. (2007). Sport marketing. Third edition, Human kinetics Publishers: USA.
- 13. Noll, R. (2003), 'The organization of sports leagues', Oxford Review of Economic Policy, 19, 530-551.
- 14. Puccinelli, Nancy M., Ronald C. Goodstein, Dhruv Grewal, Robert Price, Priya Raghubir and David Stewart (2009). "Customer Experience Management in Retailing: Understanding the Buying Process," Journal of Retailing, 85 (March): 15-30.
- 15. Taylor, S. A., & baker, J. J. (1994). Modelling Patient Satisfaction and Service Quality. Journal of Health Care Marketing, 14(1), 34–44.
- 16. Terial, Janet S. Fink, Dean, F. Anderson, (2003), Sport spectator Consumption Behavior, Sport marketing Quarterly, Vol 12, 7-17
- 17. Wakefield. K.L., Blodgett, J.G., & Sloane, H.J. (1996). Measurement and management or the sportscape. Journal of Sport Management, 10, 15-31.
- 18. Westerbeek, H.M. (2000). The influence of frequency of attendance and age on "place"- specific dimensions of service quality at Australian rules football matches. Sport Marketing Quarterly, 9(4), 194 202
- 19. Woratschek. H , Horbel.C, & Popp .B(2010). Extending the Service-Profit Chain: The Role of Identification and Co-Creation. Diskussionspapier, 06-10