THE IMPACT OF PERCEIVED RISK ON PURCHASE INTENTION: GREEN PRODUCTION KNOWLEDGE AND PRODUCT ENDORSERS’ CREDIBILITY AS MODERATING VARIABLES

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ABSTRACT

This study investigated the impact of perceived risk to the purchase intention of green production. And further clarify the moderating effect of green production knowledge and product endorsers’ credibility to purchase intention. Convenience sampling was deployed to collect questionnaires in the east, west, south, and north area of Taiwan. A total of 648 valid questionnaires were collected, the valid ones are 85.90%, and the study processed through structural equation modeling to analyze the hypothetical models. The study results showed the purchase intention to buy green production will be lower when the perceived risk is higher. In addition, the study also confirmed that the green production knowledge and product endorsers’ credibility have moderating effect on the relationship between perceived risk and purchase intention. That means while the consumers are on the high-level knowledge about green production, their perceived risk will increase to the purchase intention of green production. Based upon the results, some concrete recommendations would provide for the future researches.

Key words: Perceived Risk, Purchase Intention, Green Production Knowledge, Product Endorsers’ Credibility