Why I Purchase What I See On Facebook: Comparing The Impact of Electronic Word-of-Mouth Between Hispanic And Non-Hispanic Consumers

Nivia Escobar  
*Florida State University*

Sindy Chapa  
*Florida State University*

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Why I Purchase What I See On Facebook: Comparing The Impact of Electronic Word-of-Mouth Between Hispanic And Non-Hispanic Consumers

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**ABSTRACT**
This study aims to explore the role of the adoption and consumption of Facebook on Electronic Word-Of-Mouth (eWOM) among Hispanics versus African Americans, Asians, and Non-Hispanics Whites in the United States, whilst exploring the impact of attitudes towards eWOM on the likelihood to purchase something because of the “Likes” on Facebook. A national panel was used to collect the data and an ANOVA test was conducted to test the hypotheses. The results indicated Non-Hispanic White consumers were significantly less likely to use WOM than Hispanic, African Americans and Asians. Overall, Hispanics were found to be more likely than any other any group to practice eWOM, yet the difference is only significant when compared to Non-Hispanic whites. Finally, as predicted, the impact of attitudes toward eWOM on purchase behavior was the highest among Hispanics than any other group.

**ABOUT THE AUTHORS**
Nivia Escobar Salazar is graduate student in master of Integrated Marketing Communication with the Certificate in Multicultural Marketing Communication at Florida State University. Her research interests include Hispanic consumer behavior, health communication in decision-making, and marketing communications.