

# The Transformation of Municipal Services: towards Quality in the Public Sector

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***Abstract.** The development of the public service modernization seeks to facilitate services delivery to citizens, when and where they need them. For it, management and utilization of service quality have special relevancy. In this paper, we are trying to contribute for improving the relations between the small public local administrations and citizens across analysis of the link between quality and satisfaction, beside of analyzing how they relate to citizen's credibility on institutions. By means of opinions spilt by citizens, obtained results allow us to raise a series of public policies and offers for the improvement of administration service quality, which end up as directly satisfaction and credibility.*

**Key words:** quality; satisfaction; citizens; public policies.

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**JEL Codes:** H72.

**REL Codes:** 13C, 13G.

## Introduction

Over recent years, governments have struggled to determine how much money should be spent on public services, what components of a public service program are most valuable and whether services delivery can be measurable and thereby allow the development of a performance plan. This paper examines the problems and possibilities of re-orienting local public sector services from a traditional administrative approach to delivering administrative services on a quality basis.

Local government plays an important role in creating public value for their citizens. Recognizing this, they have made improving local service quality a high priority. The quality of service today is a topical issue through-out the public sector. A wide variety of influences are effectively bringing about an awareness of quality issues, and of concepts such as quality management. There is a real debate about whether quality concepts can be successfully transposed from the private and service sector to public services. If so, it is important to establish how quality can be implemented most effectively and the conditions for doing so. For example, high quality local services, and attention to an area's physical appearance, can affect economic investment decisions (Sharpe, 1990, Glaser, 1991, Gottlieb, 1997). Thus the value created in local settings is directly affected by the quality of local service delivery. A very important part of this value is citizen satisfaction and institutional credibility. One of the reasons for this situation is the strong relation between quality and satisfaction,

and, as demonstrated in this paper, the relation with credibility, too. Recent research indicates that these three concepts are quite distinct. Customer satisfaction or dissatisfaction results from experiencing a service quality encounter and comparing that encounter with what was expected (Oliver, 1980). Perceived service quality can be defined as the customer's judgment about the superiority or excellence of a product while perceived value is the customer's overall assessment of the utility of a product based on perceptions of what is received and what is given (Zeithaml, 1988). The dimensions underlying quality are fairly specific while satisfaction judgments have a broader range of dimensions that also include quality aspects (Oliver, 1993). Moreover, satisfaction assessments require customer experience while quality does not (Bolton, Drew, 1991a, Boulding et al., 1993, Cronin, Taylor, 1994, Oliver, 1980, Parasuraman et al., 1988). Value is seen to be more individualistic and personal than quality and involves both a get and a give component (Zeithaml, 1988). Credibility is both the objective and subjective component of the believability of a source or message. Traditionally, credibility is composed of two primary dimensions, trustworthiness and expertise, which have both objective and subjective components. That is, trustworthiness is a receiver judgment based on subjective factors (De Wulf, Odekerken-Schröder, 2003). Expertise can be similarly subjectively perceived but includes the relatively objective characteristics of the source or message as well (e.g., source credentials or information quality). Some secondary dimensions include source

dynamism (charisma) and physical attractiveness, for example.

Citizen satisfaction surveys are an established method for public administration to assess the quality of local government services. There has been little modelling of satisfaction with local government services that links evaluations of administrative and common services with the overall satisfaction judgments that people form about the performance of their local governments (Van Ryzin, 2004). We are going inside of a very different field if we contrast that with the well-developed and tested models of customer satisfaction in the marketing research field.

### **Local service quality**

Providing high quality and cost-effective public services is not easy. It involves creating organizations with the right approaches and ethos, establishing clear ways of delivering services and putting the right people in place to respond to the needs of customers. It also requires a combination of good policy development, successful implementation, a good understanding of citizen needs, technology, appropriate resources, a responsive organizational culture and well trained staff.

Definitions of service quality revolve around the idea that it is the result of the comparison that customers make between their expectations about a service and their perception of the way the service has been performed (Lewis, Booms, 1983, Lehtinen, Lehtinen, 1982, Grönroos, 1984, Parasuraman et al., 1985, 1988, 1991, 1994). Grönroos (2007) gives a two-dimensional

view of service in his model. He calls the first “technical” quality or “what” is received by the customer and the other “functional” quality or “how” a service is provided. The latter is the most critical aspect and is concerned with the psychological interaction taking place during the exchange transaction. It is based on the customer’s perception and is therefore extremely subjective and encompasses all the cues that the customer picks up during the transaction. These are by no means limited to cues emanating from the server but also from the entire service environment.

The interest in service quality has been influential in contributing significantly to the growth of the general services marketing field. The reviews in Berry and Parasuraman (1993) and Fisk et al. (1993) recognise the contributions made by various academics both in the service quality and in the general area of services marketing.

At the same time, Matei (2008) approaches the contribution of public services to local development, using the input-output method and Matei and Matei (2006) describe a systemic model for optimal adjustment of public services. The same can be said for Leonard Berry who was one of the earliest writers on services marketing. In operationalising the service quality construct Parasuraman et al. (1985, 1988, 1994) have made use of qualitative and quantitative research following generally accepted psychometric procedures (Churchill, 1979). This resulted in the development of the original 22-item SERVQUAL instrument that represents one of the most widely used operationalisations of service quality. Their measurement of service quality proposes a

gap-based comparison of the expectations and performance perceptions of consumers. This measurement paradigm is similar to the disconfirmation model traditionally used to assess consumer satisfaction (Cronin, Taylor, 1992, 1994, Parasuraman et al., 1994, Teas, 1993, 1994). Cronin and Taylor (1992) were the first to offer a theoretical justification for discarding the expectations portion of SERVQUAL in favor of just the performance measures included in the scale (SERVPERF).

SERVQUAL provided researchers with the possibility of measuring the performance-expectations gap (Gap 5) ostensibly composed of five determinants, namely:

- (1) reliability;
- (2) responsiveness;
- (3) empathy;
- (4) assurance; and
- (5) tangibles.

In response to the empirical findings that have emerged, Parasuraman et al. (1994) have undertaken significant changes. These have included a re-conceptualisation and extension of the expectations side distinguishing between desired and minimum expectations and suggesting the use of a three-column format that eliminates the need to re-administer items. The authors also proposed a reduction in the number of items to 21, together with the use of nine-point instead of seven-point scales. They also recognised the possibility of the existence of three rather than five dimensions where “responsiveness, assurance and empathy meld into a single factor”.

The number of precedents in the application of this methodology in the field of municipal services is very limited: Scott

and Shieff, (1993); Dalrymple et al. (1995); Donnelly et al. (1995); Wisniewski, Donnelly (1996); Gaster (1996); Donnelly, Shiu, (1999); Wisniewski, (2001); Van Ryzin (2004) and Gutiérrez and Jorge (2008).

We have developed a new model for quality in local government and we have three new dimensions where citizens evaluate service quality:

- (1) Objective or “technical” features. Objective items related to the quality.
- (2) Subjective or “functional” features. Subjective items related to the quality.
- (3) General features “latent image”. General items related to different features in local government.

Although perceived quality and satisfaction are the two concepts used most often in the literature on services, differentiating them remains a challenge (Hurley, Estalami, 1998). All researchers agree that perceived quality and satisfaction are two distinct construct. In general, it is very easy to differentiate between these elements in the case of tangible products. In the case of services, the definition of quality is based on the difference between service perceived and service expected, so that a service is perceived as being one of quality when prior expectations are exceeded.

## Satisfaction

Customer satisfaction or dissatisfaction is a well-known and established concept in several sciences. In marketing and consumer research, customer satisfaction has been used in order to describe the differences between specific alternatives and brands (Yi, 1990). Economists have used customer satisfaction

as a common denominator to describe differences between product groups and industries (Meeks, 1984). Customer satisfaction cannot be measured directly using an objective measure (Simon, 1974). If, however, customer satisfaction is treated as an abstract and theoretical phenomenon it can be measured as a weighted average of multiple indicators (Johnson, Fornell, 1991). Measurement errors in the index are taken care of through the quality and quantity of the measures being used (Fornell, Wernerfelt, 1987). Measured in this manner, customer satisfaction becomes the common denominator in making it possible to compare different industries, companies and individuals. Customer satisfaction is the accumulated experience of a customer's purchase and consumption experiences. Customer satisfaction is influenced by two factors: expectations and experienced service performance (Yi, 1989). Perceived performance is influenced by the consumers' perception of service quality, marketing mix, brand name and image of the company. Because satisfied customers tend to maintain their consumption pattern, or consume more of the same product or service, customer satisfaction has become an important indicator of the credibility and future behaviour. Fornell claims that customer satisfaction influences purchasing behaviour: satisfied customers tend to be loyal customers, but loyal customers are not necessarily satisfied. According to Yi (1989) customer satisfaction is a function of perceived (service) quality and expectations. We will propose that satisfaction and a new element (credibility) in relation to this is also influenced by quality.

## Credibility

In marketing, much attention has been given to the concept of brand (Aaker, 1991, Aaker, Biel, 1992, Leutheser, 1991). The motivations for studying the importance of brands are centred around financial and strategy based motivations. In marketing, awareness and image of a brand, and the reputation of the product or supplier, influences the buyer's purchasing decision, i.e. a good brand or reputation stimulates purchase by simplifying decision rules. In this context, credibility becomes an issue of attitudes and beliefs with regard to brand awareness and image (Maltz, 1991) and to customer satisfaction and loyalty (Fornell, 1992). Keller (1993) claims that *brand awareness* "...relates to the likelihood that a brand name will come to mind, and the ease with which it does", whereas *brand image* is defined as "...perceptions about a brand as reflected by the brand associations held in consumer memory". Attitudes and beliefs are influenced by previous experience. People with previous experience will base their attitudes and beliefs on experience of the product or service quality. People with little or no experience may base their attitudes and beliefs on credibility. Nations, regions and governments enjoy different credibility.

Consequently, credibility may be aggregated to macro level through the concept of *country of origin*. Citizens in a region have experience with the business services offered by the government. Among other factors they base their satisfaction with the government on perceived service quality. Citizens located outside the region have no

experience of the policy offered by the government in that region. Their decision with regard to making use of the capability in the country is partly based on the country or region credibility and advice from people who may have the expertise.

Based on their own research, and previous research done on the subject of country of origin, Papadopoulos et al. (1987) conclude that there is enough evidence to claim that:

- (1) The “country-of-origin” effect exists;
- (2) Both consumers and industrial buyers are affected by “made-in” images.
- (3) Made-in stereotypes can be changed.

Credibility becomes an important issue both from a marketing and strategy point of view. We will propose that credibility is an important factor influencing the satisfaction of citizens and companies with local government policy.

### Model and hypotheses

The disconfirmation paradigm provides the theoretical basis for the link between quality and satisfaction (Churchill, Surprenant, 1982, Oliver, 1980, 1981, Oliver, DeSarbo, 1988, Tse, Wilton, 1988, Yi, 1990, Cronin et al., 2000, Brady, Cronin, & Brand, 2002). Quality can be considered as one component of satisfaction (Cronin, Taylor, 1992, Rust, Oliver, 1994). Empirical evidence for the link is available from a number of studies (cf. Bitner, Hubbert, 1994, Cronin, Taylor, 1992, 1994, Deruyter et al., 1997, Oliver, 1993, Spreng, Mackoy, 1996). Loyalty is a multidimensional construct that has been

conceptualised and operationalised in many different ways in the marketing literature (Oliver, 1999). We can observe that the literature does not address the relationship between credibility and satisfaction but note that it is likely that satisfaction, like quality, is an encounter specific input to credibility. We have replaced loyalty with credibility in our model.

We can try to remember that low perceived service quality may result in high service satisfaction. That is convenience and availability (in public case) may enhance satisfaction without actually affecting customer perceptions of service quality.

Our literature review provides support for a strong direct link between service quality and satisfaction but makes no such claim of a direct causal link of satisfaction to credibility. We only propose to analyse the effect of the components of quality on the link between satisfaction and credibility. Therefore, this research seeks to explore the relationship between service quality, satisfaction and credibility. The research hypotheses supporting this proposal are as follows:

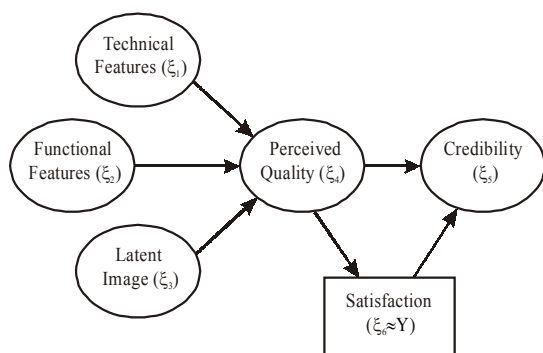
H<sub>1</sub>: Public service quality is a direct antecedent of citizen satisfaction.

H<sub>2</sub>: Satisfaction is positively related to credibility.

H<sub>3</sub>: Quality is positively related to credibility.

H<sub>4</sub>: Local Public Quality is determined for technical features, functional features and latent image.

The research model is presented in Figure 1.



**Figure 1.** Causality model describing causes and consequences

### Survey of citizens

A total of 400 personal interviews were conducted in 76 different local governments in Castilla y León, a region in Spain, over a period of four weeks. Respondents, equally

male and female, reported having received a service delivery in last three months. Along with the SERVPERF (performance and expectation) items, the survey instrument contained questions related to the attribute importance and the demographic characteristics of the respondent.

The survey questionnaires were designed to measure five distinct latent constructs: Technical features ( $\xi_1$ ), Functional features ( $\xi_2$ ), Latent Image features ( $\xi_3$ ), Perceived Quality ( $\xi_4$ ) and Credibility ( $\xi_5$ ). In our model we have another element – manifest variable – that is going to be related with these latent variables, Citizen Satisfaction ( $\xi_6$ ).

### Measurement instrument for the municipalities

Table 1

Latent variables	Manifest variables
Technical features ( $\xi_1$ ) (7 items)	a) Office setting in council. b) The forms of the Town Hall are foolproof. c) Telephone (fax, internet) is a good communication with the Town Hall. d) Notifications are interesting for someone. e) Notifications use an easy language with citizen. f) Employees are always prepared for helping citizens. g) Locales are in good condition.
Functional features ( $\xi_2$ ) (7 items)	a) If they promise something, they will carry out in time. b) I can understand how it is running my Town Hall. c) I know who received my plaint. d) Employees are prepared for working in their job perfectly. e) Employees are informing about services. f) Employees are kind and courteous. g) Employees take into account my personal situation.
Latent Image ( $\xi_3$ ) (4 items)	a) Services have changed by our ideas. b) Our plaints are processed. c) We trust in employees. d) Employees have enough resources for developing services.
Perceived Quality ( $\xi_4$ ) (2 items)	a) Global quality is good. b) Quality in this Town Hall is better than another one.
Credibility ( $\xi_5$ ) (2 items)	a) Services must be developed for municipalities. b) Our Town Hall has reputation.

We are developing the Local Government Citizen Reputation Index (LGCRI) as an economic indicator that measures Customer Satisfaction and Credibility. In this model, six interrelated

variables – five latent variables and one manifest variable – are introduced. It is based on well-established theories and approaches in customer behaviour and it is applicable for a number of different public governments.

## The research instrument

The SERVQUAL versus SERVPERF debate is ongoing. According to Cronin and Taylor (1992), their un-weighted performance-based SERVPERF scale is a better method of measuring service quality. Arguing that the gap theory of service quality is supported by little empirical and theoretical evidence, Cronin and Taylor (1992) developed the “performance-based” service quality measurement scale called SERVPERF. Basing the scale on an earlier work by Bolton and Drew (1991a), they note that a customer’s perception of service quality is based on his/her “preconceived” attitude about the service. These authors note that a consumer’s current attitude (or citizen’s attitude) is based on their residual attitude resulting from a previous experience of the service quality, and their satisfaction or dissatisfaction with, the service (Bolton, Drew, 1991). As consumers experience a service, their attitudes towards the service quality may be revised, thereby causing a change in future attitudes. Although it is possible to advance a relatively strong case for using the SERVQUAL scale, we have chosen to use the SERVPERF scale primarily because of the many criticisms of SERVQUAL (Cronin, Taylor, 1992, Teas, 1993; Churchill, Brown, Peter, 1993), and the failure of empirical studies to replicate SERVQUAL’s initial success (Carman, 1990, Babakus, Boller, 1992). While using SERVPERF, we are mindful that while Cronin, Taylor (1992) have argued strongly in defense of SERVPERF, the scale has yet to be empirically tested in as wide a number of sectors as has SERVQUAL.

Each of the performance items were described by five-point Likert type scales anchored by 1 = “strongly disagree” to 5 = “strongly agree”. Higher scores on this scale indicate higher levels of service quality. Evidence for the scale’s reliability and validity has been provided (Parasuraman et al., 1991). Many of the instruments used to measure satisfaction often consist of single item measures (Cronin, Taylor, 1992, Spreng, Mackoy, 1996, Taylor, Baker, 1994). The measurement of constructs with single items has been criticized in the marketing literature, as it often cannot capture the richness of a concept (Churchill, 1979, Parasuraman et al., 1994). We used the single-item measure because researchers often report on unidimensional self-report measures to capture the concept assuming shared meanings among consumers (Zeithaml, 1988). To maintain overall consistency five-point scales were used throughout, described by 1 = “strongly disagree” to 5 = “strongly agree”.

## Analysis

The PLS (Partial Least Squares) procedure has been gaining interest and use in recent years (Compeau, Higgins 1995, Aubert, Rivard, Paltry 1994, Chin, Gopal 1995) because of its ability to model latent constructs under conditions of non normality and small to medium sample sizes. Being a components-based structural equations modeling technique, PLS is similar to regression, but simultaneously models the structural paths (i.e., theoretical relationships among latent variables) and measurement paths (i.e., relationships between a latent



variable and its indicators). Rather than assume equal weights for all indicators of a scale, the PLS algorithm allows each indicator to vary in how much it contributes to the composite score of the latent variable. Thus indicators with weaker relationships to related indicators and the latent construct are given lower weightings. In this sense, PLS is preferable to techniques such as regression which assume error free measurement (Lohmöller, 1989, Wold, 1982, 1985, 1989). In general, the power to detect an interaction effect at a given reduced sample size is better than other techniques.

Variables are now viewed as latent variables (constructs) which cannot be measured directly. Instead, multiple indicators (measures) for these latent variables need to be obtained. Each indicator is modeled as being influenced by the underlying latent variable and error. Product indicators reflecting the latent interaction variables are then created. Each set of indicators reflecting their underlying construct (latent variable) are then submitted to PLS for estimation resulting in a more accurate assessment of the underlying latent variables and their relationships (Chin et al., 1996).

The first step in assessing the measurement model normally involves testing the individual item' reliabilities to ensure that the hypothesized indicators load meaningfully to the related constructs. This is called "uni-dimensionality" (Bili et al., 1994), which is indicative of the fact that all the related indicators of the construct do in fact measure just the associated latent variable. We can use the standardized measurement loadings for examining this uni-dimensionality. These indicators are

measures of simple correlations of the measured items with the respective construct (Barclay et al., 1993). Different threshold values have been suggested by authors (Bili et al., 1994, Raymond, Bergeron, 1997, Nummally, 1978) but loadings should be greater than 0.707 to ensure at least 50% of the variance. It can be observed that the loadings are over this number (less variables 4, 18 and 22, but are very close to the threshold value).

After assessing the reliability of the individual items, the researcher should next examine the composite reliabilities of latent constructs, to ensure that the measures have minimized the occurrence of random error. In our case, the coefficient rho for the 18 items dealing with service quality perception was calculated in place of coefficient alpha (Cronbach, 1951) because this takes into consideration the causality model and the number of items is not going to have an influence on the result. The result is 0.92 and this provided values greater than 0.70 and is therefore acceptable (Barclay et al., 1993). This then ensures that the estimates of the structural paths are closer to the true paths, allowing relaxation of the need for many indicators per construct, and eases the requirement of a large sample size (Chin et al., 1996).

**Different measures**

Table 2

	(1)	(2)	No. items	Mean	Std. Dev.	Reliability
Quality Dimensions			18	65.15	10.66	0.92
(1) Technical			7	26.76	4.28	0.81
(2) Functional	0.71***		7	25.34	4.98	0.84
(3) Latent Image	0.63***	0.68***	4	13.06	2.90	0.76

The last important measurement model is validity. Given a hypothesized structure, discriminant validity indicates the extent to

which latent constructs are different from each other, i.e. their ability to measure distinct concepts (Rivard et al., 1994). The construct should share more variance with its measures (indicators) and this can be tested with the AVE (Average Variance Extracted). The composite reliability of each scale and measurement model ranged between 0.63 and 0.74. This exceeds the 0.60 threshold for acceptable reliability as recommended by Fornell and Larcker (1981). This provides further evidence that the measures used are internally consistent and exhibit satisfactory reliability.

The correlations matrix of the latent constructs, with the squares roots of AVE as the diagonal elements, can be observed in Table 3. Since the diagonal values are higher, as compared with the correlation between latent variables, the posited model suggests good discrimination validity. We can remember that AVE is representative of the variance shared between a construct and its measures: its value is greater than the variance shared between the construct and other construct (or the squared correlation between constructs).

**Correlations matrix and square roots of AVEs**

Table 3

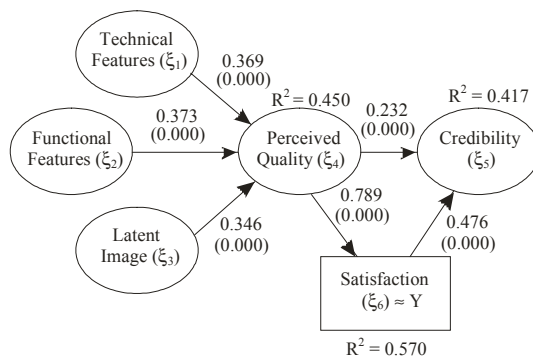
Construct	Technical features	Functional features	Latent image
Technical features	<b>0.730</b>		
Functional features	0.713	<b>0.744</b>	
Latent image	0.632	0.680	<b>0.704</b>

The main interest of a researcher in analyzing the structural model after ensuring a reliable and valid measurement model is two-fold: investigate the explanatory power of the independent construct and study the size and significance of the path coefficients. Analogous to regressions, the  $R^2$  values are indicative of the amount of variance in the

dependent (latent) variables that are being explained by the independent variables of model. An  $R^2$  of less than 0.2 for instance would surely suggest model improvements (Figure 2).

The analysis of path coefficients covers not only the direct effects, but also the indirect effects (Table 5). The magnitude of both the effects of an exogenous construct, along with the statistical significance of the structural path, is indicative of the relative importance of various explanatory construct.

The results provide partial support for the hypothesis of the study confirming a direct link between service quality and satisfaction (0.789) and a partial effect of quality on credibility (0.232). This last relation is confirmed through the indirect effect. Satisfaction and credibility have a strong link (0.476). What is interesting is that the coefficients for the technical features, functional features and latent image are showing a good formative structure, 0.69, 0.73, and 0.346 respectively (Table 4).



**Figure 2. Causality model**

**Direct and indirect effects**

Table 4

Relations	Direct effects	Indirect effects
Technical features → Quality	0.369	-
Functional features → Quality	0.373	-
Latent image → Quality	0.346	-
Quality → Satisfaction	0.789	-
Quality → Credibility	0.232	0.789*0.476
Satisfaction → Credibility	0.476	-

Though the understanding of PLS results pertaining to the measurement and the structural models suggest that a researcher could improve the model by removing the indicators that do not satisfy the reliability and validity criteria, one would need to have some measure of overall goodness of fit beyond  $R^2$  values of the individual dependent variables. This can be done by the Stone-Geisser cross validation test. It is similar to an R-square test but has the additional merit of not losing degrees of freedom. The overall  $Q^2$  is then calculated from these repeated “error sum of squares”. The way the statistic is interpreted is if  $Q^2 > 0$  a relationship exists (Table 5).

**Model Values of  $R^2$  y  $Q^2$ .**

Construct	$R^2$	$Q^2$
$\eta_1 = f(\xi_1, \xi_2, \xi_3)$	0.450	0.464
$\eta_2 = f(\xi_4, \xi_6)$	0.417	0.520
$\eta_3 = f(\xi_4)$	0.570	0.530

Table 5

### Conclusions and limitations

Although much has been written on the relationship between service quality and satisfaction the possible role of credibility as a very important variable in a public model appears to have received less attention. The results of the work on which this paper is based suggest that the effect of quality on satisfaction is just direct but the effect of quality on credibility is relevant in an indirect way. If this finding from this exploratory research is confirmed in further studies it would represent an important addition in our understanding of the interrelationships between these three constructs. These variables have increasingly played a key role in services management generally and are believed to have a significant effect on citizen perception and ultimately long-term benefit

in creating public value. The implication for the management of local government concerns the important effect of technical features, functional features and latent image on quality, satisfaction and credibility. Quality does not appear to have a strong direct effect on credibility. However, the regression coefficient for the interaction between service quality and satisfaction indicates that service factor can have an impact on credibility and these are the instruments for getting better results in latent variables. The results indicate that although citizens may believe that local public services provide low levels of service quality, it does not necessarily follow that satisfaction will be high. Satisfaction does not depend on service quality alone. The political situation, taxes, or other personal situations can change citizens’ perceptions. The results also provide a basis for understanding the role of quality as an instrument for transforming municipal services. It can be argued that we know what changes must be produced.

In the public sector, perceived quality of the offering may be somewhat lower, but the value received is high and good levels of satisfaction and credibility can still be achieved. The findings substantiate the salience of satisfaction in services confirming that ensuring citizens’ satisfaction should be as much a concern in service management as obtaining positive service quality judgments.

The study has a number of limitations. First, the research has primarily been of a descriptive nature and has focused on the citizens of small local government. The findings need to be confirmed from other public organizations. Second, the number of respondents is concentrated in a region of

Spain. A larger sample would have strengthened the results obtained. Finally, it is necessary to develop more studies about local and public organizations.

Further research should first concentrate on developing a clearer articulation of the constructs used in this study, particularly that

of credibility. This can in turn result in better measures, after which the interrelationship between the three constructs considered together with other variables such as corporate reputation, purchase intentions and ultimately customer retention can be better understood.

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