Investigating the Impacts of Place Atmosphere on Place Attachment and Loyalty: The Mediation Effects of Place Image

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ABSTRACT

This study examines the effects of place atmosphere on place attachment and loyalty, considering the mediating role of place image. This study employs a structured questionnaire methodology, dividing the instrument into five sections: place atmosphere, place attachment, cognitive image, affective image, and loyalty, as the basis for questionnaire design. The measurement of each unit within the questionnaire adopts a Likert five-point scale, with 258 valid questionnaires collected from coffee shop customers. The analysis encompassed descriptive statistics, reliability and validity assessments, goodness-of-fit, and hypothesis testing. The empirical findings revealed the following: (1) Place atmosphere positively influences place attachment. (2) Place attachment positively affects place image. (3) Place image had a positive impact on loyalty. (4) Place image acted as a full mediator in the relationship. Furthermore, the study findings reveal that place attachment does not directly impact loyalty, and place image acts as a complete mediator. This differs from the commonly perceived outcomes; hence, managers should emphasize the establishment's image creation.

Keywords: Place atmosphere, Place attachment, Place image, Loyalty

INTRODUCTION

In an increasingly competitive industry with an abundance of choices, consumers may be swayed by the ambiance or atmosphere of a business, creating distinct differences among stores (de Farias et al., 2014). A harmonious store atmosphere can elicit consumer preferences and further enhance satisfaction and revisit intentions (Garaus, 2017), as it produces stimuli leading to approach or avoidance responses (Robert & John, 1982), making the design of the environmental atmosphere essential for businesses.

The environmental atmosphere directly impacts the identification and dependency factors of place attachment (Strzelecka et al., 2017; Yoshida et al., 2021), and through the psychological attachment between the audience and the place, it can significantly improve the audience's loyalty (Yoshida et al., 2021). When individuals are delighted with their experience of a place, they develop an attachment and are more likely to visit again, fostering a sense of closeness (Alexandris et al., 2006; George & George, 2004; J. Zhang et al., 2019).

Place image and place attachment share a conceptual foundation as both are attitudinal structures with cognitive and affective components (Byon & Zhang, 2010; Kaplanidou et al., 2012; Prayag & Ryan, 2012; Ramkissoon et al., 2013), influencing consumer loyalty, and are vital determinants of place loyalty (J. Zhang et al., 2019). While the effect of the environment on tourism (Vada et al., 2019) and retail (Calvo-Porral & Lévy-Mangin, 2021; Garaus, 2017) has been well-studied, there is a gap in research on coffee shops and restaurants where consumers experience atmosphere over time.

According to experiential marketing theory, consumer experience can stimulate appeal and motivation through sensory, emotional, cognitive, and behavioral factors (H. Lee et al., 2010; Schmitt, 1999). If consumers repeatedly have positive experiences, they develop strong identification and dependency (Oliver, 1999). Thus, the atmosphere may influence place attachment and image, typically including cognitive and affective images. However, the extent to which each image affects loyalty varies (Stylidis et al., 2020). Place attachment and image affect each other, with place image being a prerequisite for place attachment (Chen et al., 2013) and experientially developed place attachment being an essential factor in emotional perception, which can change place image (Silva et al., 2013)

In summary, this research undertakes a questionnaire within the intensely competitive coffee shop sector from the viewpoint of consumers, exploring the association between place atmosphere, attachment, image, and loyalty. The main issues addressed are the impact of place atmosphere on place attachment, the mediating role of place image between attachment and loyalty, and the effect of place attachment and image on loyalty.

LITERATURE REVIEW

The store atmosphere is the interplay of intangible and tangible elements, encompassing all feelings and thoughts from past knowledge, expectations, and experiences (Hoffman & Turley, 2002). It consists of various sensory factors that influence subsequent customer behavior (Calvo-Porral & Lévy-Mangin, 2021).

J. Baker et al. (1994) conceptualize the store atmosphere as a composite construct comprising ambient elements such as temperature and music, design elements about the store's layout, and social elements encompassing the behaviors of staff and customers.

Turley and Milliman (2000) identified five factors characterizing the store environment: the external environment, general interior, store layout, design, merchandising spots, and human variables. Lam (2001) noted that the store environment includes internal and external aspects, merchandise layout, and elements like music or lighting. Roggeveen et al. (2020) integrate place atmosphere with sensory stimulation experiences, dividing it into design, internal ambiance, social factors, and trialability. Calvo-Porral and Lévy-Mangin (2021) divided the atmosphere in the context of store environment studies into the external environment, internal environment, merchandise layout, in-store personnel, and crowding. Synthesizing the studies above, this research will employ 'external environment,' 'internal atmosphere,' and 'social factors' as the three elements for measurement dimensions.

Place Attachment

Williams et al. (1992) define place attachment as the emotional bonds formed through accumulative material and social experiences at a place. Hidalgo and Hernandez (2001) define place attachment as the emotional bond between people and specific places they reside in or visit. Loureiro (2019) defines it as the emotional connection between an individual and a place.

Ramkissoon et al. (2013) conceptualize place attachment into four dimensions: dependence, identity, influence, and social bonding. Loureiro (2019) categorized place attachment into three elements: social bonding, place identity, and place dependence. Some researchers have categorized place attachment into place dependence and place identity (Kyle et al., 2003; T. H. Lee & Shen, 2013). This research will focus on 'place dependence' and 'place identity' as measurement dimensions.

Place Image

Baloglu and Brinberg (1997) contend that image is a highly subjective concept based on individuals' feelings or thoughts about a place. Chen (2018) defines image as the beliefs, ideas, and impressions people hold about a particular place or destination. Bigne et al. (2001) point out that since consumers' vacation choices are often based on the destination's image rather than an understanding of reality, the image is a commonly used

framework in studying tourist consumer behavior and marketing research. Jiang et al. (2017) indicate that destination image is the aggregate of an individual's beliefs, ideas, and impressions about a specific environment.

Russell and Snodgrass (1987) believe that place-image develops during the travel experience. Garaus (2017) introduced a conceptual framework in the tourism domain, positing that image includes three interrelated components: cognitive, affective, and conative. In addition to cognitive and affective images, place images include an overall image that combines cognitive and affective dimensions (Huang et al., 2015; Kim et al., 2019). This study will use 'affective image' and 'cognitive image' as the measurement dimensions.

Loyalty

Oliver (1999) describes loyalty as a consumer's intention to repurchase in the future. Baker and Crompton (2000) define loyalty as a "commitment to a particular destination." Petrick (2004) sees loyalty as the repeated patronage of a company's products or services over time. According to Hernández-Lobato et al. (2006), loyalty is a positive attitude toward a good or service that results in beneficial repeat behavior and recommendations to others. Prayag and Ryan (2012) regard the extent of place loyalty as a vital indicator of a destination's success. Huang et al. (2015) operationalize loyalty as an individual's intent to revisit a destination or event.

At the operational level, the intention to revisit and recommendations to others are the most common methods of measuring visitor loyalty (Alcañiz et al., 2009; Hung & Petrick, 2012). Prayag and Ryan (2012)) assert that one measures loyalty by the intention to revisit or by the positive appraisals one shares with others. H. Zhang et al. (2014) categorized loyalty into three types: attitudinal loyalty, behavioral loyalty, and composite loyalty, which combines the first two. Ispas et al. (2021) discuss tourist loyalty as categorized into mountains, rural, urban, and coastal destinations. This study will adopt 'attitudinal loyalty' and 'behavioral loyalty' as the measurement dimensions.

RESEARCH METHODOLOGY

Research Hypotheses

Relationship between Place Atmosphere and Place Attachment

Baker et al. (1994) categorized the atmosphere of a store's environment into ambient factors (such as temperature, scent, sound, and lighting), design factors (including color, materials, fixtures, and layout), and social factors, which pertain to the behavior of employees and other consumers. Further studies have substantiated that the environmental atmosphere positively influences place attachment. For instance, research by Yoshida et al. (2021) on stadiums revealed a significant positive correlation between the

environmental atmosphere and place attachment. Similarly, Raymond et al. (2010) found that the atmosphere enhances spectators' emotional attachment to a place. Social interaction studies by Pretty et al. (2003) indicated that social connections with others are the most consistent and significant source of emotional attachment to a place. Brocato et al. (2015) note that the quality of service at a place positively influences identification with and dependence on that place. Additionally, Loureiro (2019) demonstrated in their museum study that atmospheric elements (such as design and lighting) could enhance place identity through authenticity. Based on these findings, the following hypothesis is proposed:

H1: Place atmosphere significantly positively influences place attachment.

Relationship between Place Attachment and Place Image

Stylidis et al. (2020) bifurcated the image into cognitive and affective images. Previous research by Stylidis (2018) on tourism development suggested that individuals closer to a place tend to develop more favorable impressions of it. Rollero and De Piccoli (2010) found in their research on Italy's image that strong emotional ties to a place enhance cognitive evaluations of it. For repeat visitors, a solid attachment to a place leads to a more positive perception of its physical qualities, meaning that place attachment can positively influence the image of a place. This synthesis of research leads to the following hypothesis:

H2: Place attachment has a significant positive effect on place image.

Relationship between Place Attachment and Loyalty

In examining the relationship between place attachment and loyalty, research by Park et al. (2006) suggests that the goal of creating place attachment is to develop enduring relationships with customers. Subsequent studies by Park et al. (2010) indicate that individuals with a solid emotional attachment are likelier to maintain their relationship with the brand, implying that a higher degree of emotional attachment increases loyalty. T. H. Lee and Shen (2013) state that the greater the attachment of leisure enthusiasts to a specific location, the stronger their intention to revisit it. Brocato et al. (2015) point out that place attachment has a positive and significant relationship with customers, providing positive word-of-mouth and noticeably reducing their intention to switch, thereby increasing loyalty. From these findings, the following hypothesis is proposed:

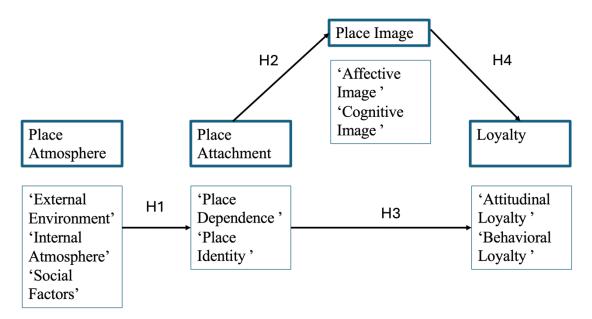
H3: Place attachment has a significant positive effect on loyalty.

Relationship between Place Image and Loyalty

In their investigation into place attachment and loyalty, Stylidis et al. (2020) differentiated loyalty into behavioral and attitudinal aspects, which encompass emotional word-of-mouth among tourists (Patwardhan et al., 2020) and the desire to revisit a sports venue (Chen et al., 2013). These elements and additional research confirm a positive association between image and loyalty. For instance, Bigne et al. (2001) found a significant positive correlation between overall image and the intention to recommend in a study on tourists on two Spanish islands. Choi et al. (2011) demonstrated that the image of a destination significantly affects revisit intentions in South Korea. H. Zhang et al. (2014) integrated findings from 66 studies, concluding that affective and cognitive components positively and significantly influence loyalty. From this body of evidence, the hypothesis is as follows:

H4: Place image has a significant positive impact on loyalty.

Figure 1 Research Framework Figure



Construct Definition, Measurement, and Questionnaire Design

This study employs a structured questionnaire methodology, dividing the instrument into five sections: place atmosphere, place attachment, cognitive image, affective image, and loyalty, as the basis for questionnaire design. The measurement of each unit within the questionnaire adopts a Likert five-point scale.

Firstly, the research builds upon Baker et al. (1994) categorize the store environment into three variables for measurement dimensions: external environment, internal atmosphere, and social factors. The questionnaire design integrates scales from Baker et

al. (1994) and Calvo-Porral and Lévy-Mangin (2021). Secondly, place attachment is measured based on the constructs of personal identification and dependency on the place, referencing Yoshida et al. (2021) and Loureiro (2019). Thirdly, the study divides the destination image into cognitive and affective images, informed by scales from Jiang et al. (2017), Chen (2018), and Stylidis et al. (2020). Finally, loyalty is bifurcated into attitudinal and behavioral loyalty, measured through scales from H. Zhang et al. (2014) and Brocato et al. (2015). The investigation focuses on coffee shops without specifying any brand.

EMPIRICAL RESULTS

Data Collection

Online surveys served as the primary data collection method for this study, which underwent data cleaning and descriptive statistical analysis. A total of 258 valid questionnaires were collected. Among the collected samples, females outnumbered males significantly, with most respondents aged between 21 and 30, accounting for 55.8%. Most participants held a college or associate degree (54.3%), and sentiment-oriented individuals constituted the majority (59.3%). Regarding occupation, students accounted for the highest proportion at 45.3%, while those with an average family background comprised 50.4% of the sample.

Regarding consumer behavior variables, most consumers visited the coffee shop with friends (53.1%) or alone (21.7%), with 62.4% spending between 150 and 500 NT dollars per visit. The consumption interval ranged from one month to half a year, and more than half (56.6%) stayed in the shop for over an hour during each visit. Notably, 45.7% of customers gave the shop's environment the most importance, then the products (19.8%), location (15.5%), service (10.5%), and memories (5%). Only 3.5% of consumers prioritized price. The mean scores of the survey measurement items range from 3.32 to 4.16, with standard deviations between 0.690 and 0.947. The item analysis results show that all items in the survey possess good discriminative power. (p<0.001).

Reliability and Validity Testing

Confirmatory factor analysis revealed that the factor loading values of the sample measurement indicators were all greater than $0.61(0.611\sim0.853)$. The average variance extracted (AVE) values of the measurement constructs were all above $0.5(0.543\sim0.627)$. The composite reliability values (0.912-0.929) were also higher than the level suggested by Tabachnick et al. (2013) (> 0.6), which means that all measurement constructs have good convergent validity and composite reliability.

Furthermore, the AVE values of any two constructs were more significant than the squared correlation coefficient values between these two constructs, except for the pairs of place image loyalty and place attachment loyalty. This observation aligns with the

criteria of Fornell and Larcker (1981) and demonstrates good discriminant validity among all pairs of constructs. Detailed information is in Table 1.

Table 1 Convergent Validity and Discriminant Validity

AVE	(A)	(B)	(C)	(D)	composite reliability
place atmosphere (A)	0.543	0.389	0.481	0.368	0.922
place attachment (B)	0.624	0.567	0.605	0.630	0.929
place image (C)	0.694	0.778	0.627	0.634	0.922
loyalty (D)	0.607	0.794	0.796	0.599	0.912

Notes. The diagonal values represent the AVE. The lower left triangle contains the correlations between constructs, and the upper right triangle contains the squared correlations.

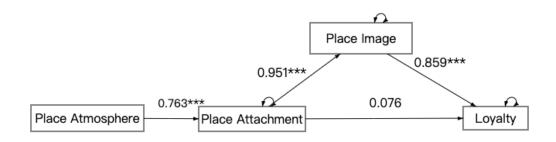
Linear Causal Model Testing

The study conducted a linear causal model test. The correlation coefficients for each measured construct ranged from 0.368 to 0.796, indicating moderate to high correlations. With a maximum skewness coefficient of 0.11 < 3 and a maximum kurtosis coefficient of 2.33 < 8, the normality test and extreme value assessment show that the data has good symmetry and does not exhibit excessive concentration or dispersion. The Variance Inflation Factor (VIF) is less than 10, indicating no multicollinearity issues among the measured constructs. The sample data approximates a normal distribution, making it suitable for linear causal model analysis. The empirical results indicated a good model fit with CMIN/DF=1.280 (p=0.179), GFI=0.978>0.9, adjustments (MI>4),CFI=0.997>0.9, RMSEA=0.033<0.05, and SRMR=0.024. The regression coefficients showed that place atmosphere has a significant positive effect on place attachment $(\beta=1.174 \cdot t=12.075)$, place attachment on place image $(\beta=0.452 \cdot t=14.698)$, and place image on loyalty (β =1.476 , t=2.569), supporting hypotheses H1, H2, and H4. However, place attachment's effect on loyalty was insignificant (β =0.062, t =0.234), not supporting hypothesis H3. Further details are in Table 2, with model validation results illustrated in Figure 2.

Table 1 Hypothesis Test

hypothesis	path	Path coefficient	t-value	Test result
H1	place atmosphere \rightarrow place attachment	0.763	12.075***	Support
H2	place attachment \rightarrow place image	0.951	14.698***	Support
Н3	place attachment → loyalty	0.076	0.234	Not Support
H4	place image → loyalty	0.859	2.569***	Support

Figure 2 Linear Causal Model Testing



Full Mediation Effect of Place Image

In the mediation analysis within the study, Hypothesis H3 did not receive empirical support, suggesting that place attachment does not exert a considerable direct positive influence on loyalty. However, Hypothesis H4 was supported, suggesting that place image fully mediates the relationship between place attachment and loyalty. Furthermore, the study employs a competitive model to verify the full mediation effect of place images. It introduces a direct effect of place atmosphere on loyalty to the original research model. Empirical results maintain the validity of Hypotheses H1, H2, and H4. The new data regarding the direct effect of place atmosphere on loyalty shows a model fit of CMIN/DF=1.450(p=0.092), GFI=0.976>0.9, CFI=0.995>0.9, RMSEA=0.042<0.05 and SRMR=0.0256. However, this effect is insignificant (β =-0.003 $^{\circ}$ t=-0.032 $^{\circ}$ p=0.975), indicating that place image acts as a full mediator.

Partial Mediation Effect of Place Attachment

This study employs a competitive model to verify the partial mediation effect by adding a direct impact of place atmosphere on place image to the original model. The empirical findings indicate a good fit for the model (CMIN/DF=1.059, p=0.388, GFI=0.983>0.9, CFI=0.999>0.9, RMSEA=0.015<0.05 and SRMR=0.0185) and significant positive direct effects of place atmosphere on place image (β =0.052 , t=2.922 , p=0.003), thus confirming a partial mediation role of place attachment.

CONCLUSION

The hypothesis testing results indicate that the ambiance of coffee shops has a positive and significant impact on place attachment (H1 supported). Among these, the interior environment (factor loading = 0.83) and social factors (factor loading = 0.87) have a more significant influence on consumers compared to the external environment (factor loading = 0.66), with the impact of the external environment being non-significant. Therefore, businesses should emphasize the store's interior design, service, and online information when planning their establishments.

Furthermore, place attachment significantly and positively affects place image (H2 supported). Notably, the study findings reveal that place attachment does not directly impact loyalty (H3 not supported), and place image acts as a complete mediator (H4 supported). This differs from the commonly perceived outcomes; hence, managers should emphasize the establishment's image creation.

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