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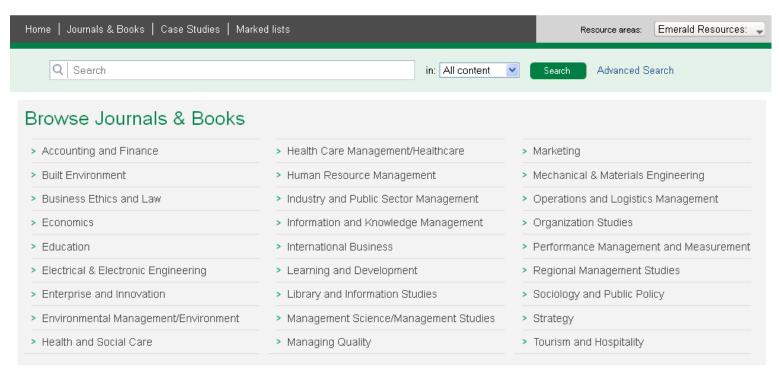
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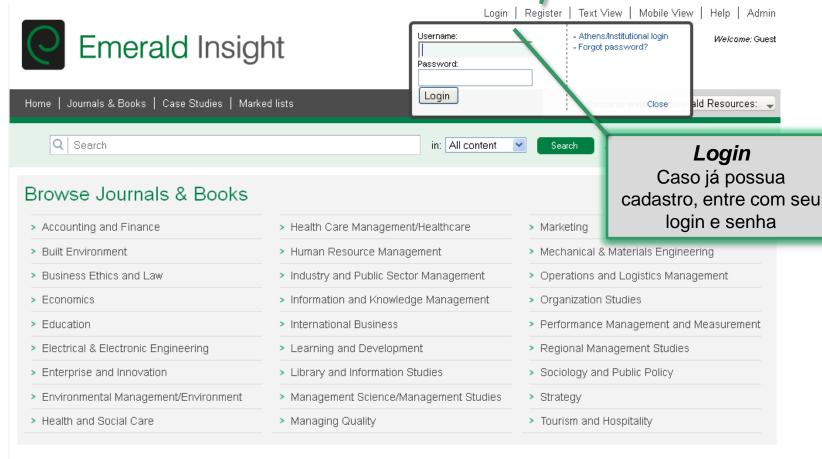
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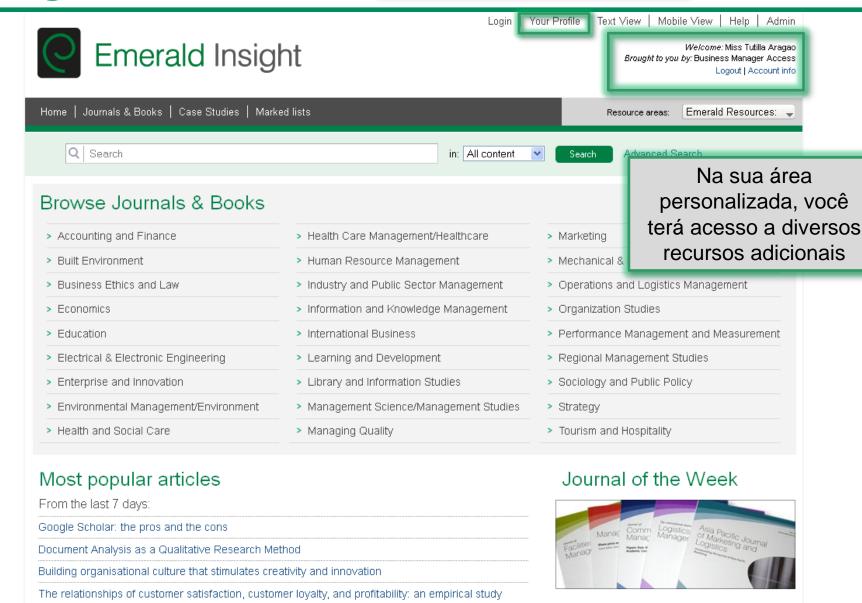
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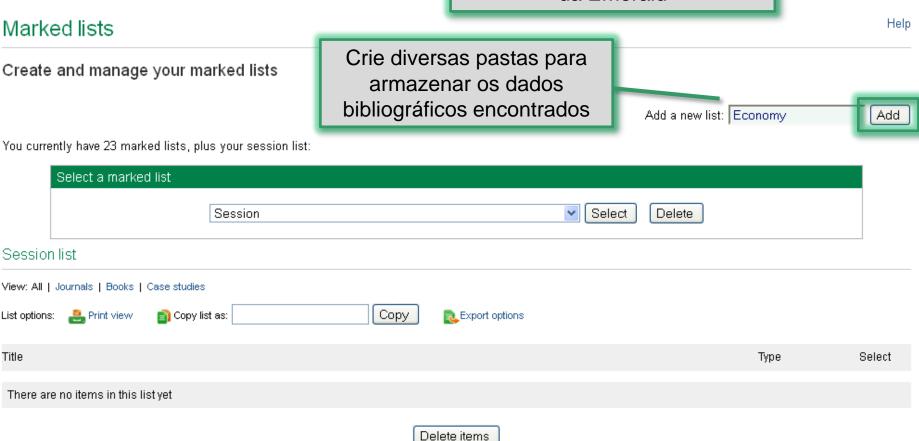
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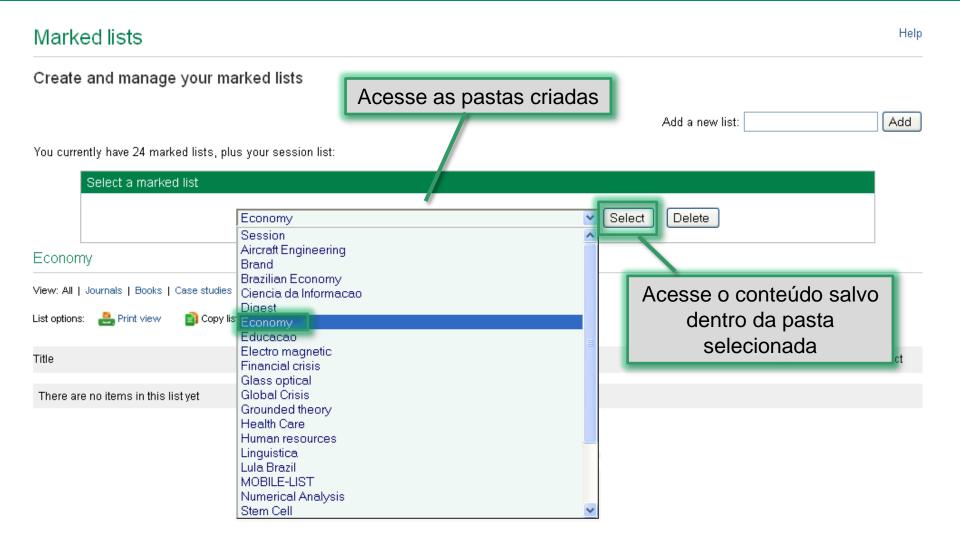
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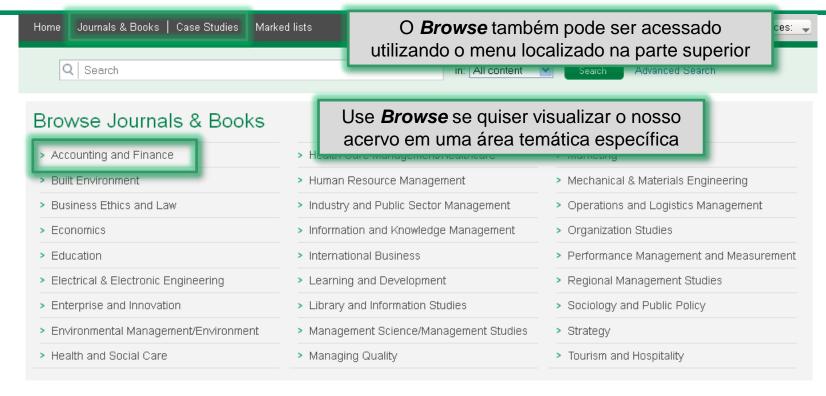
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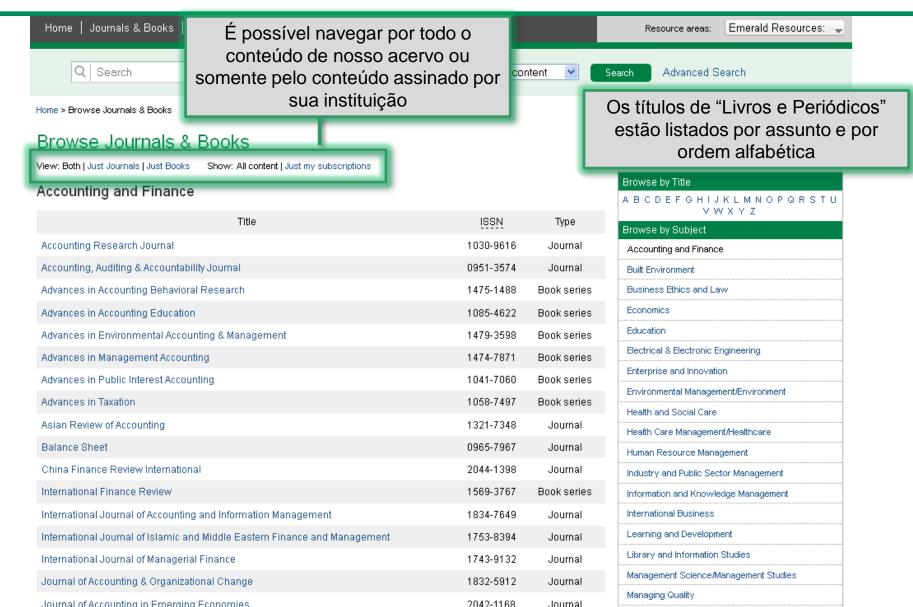


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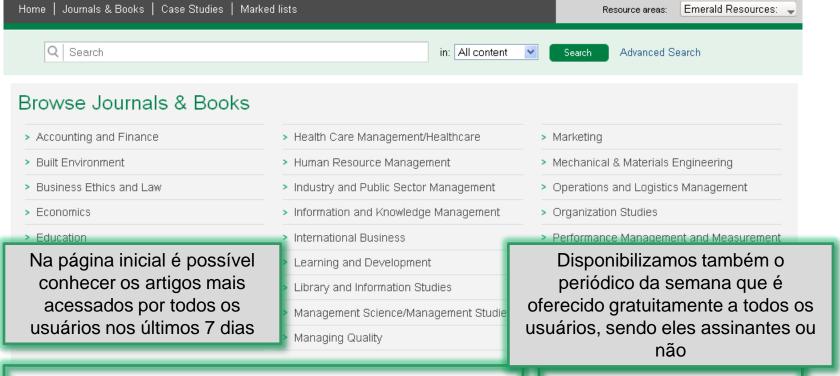
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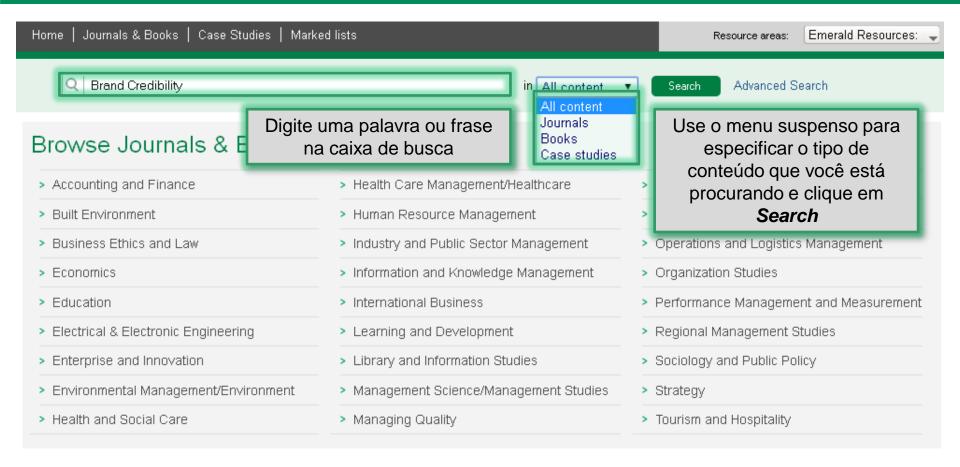


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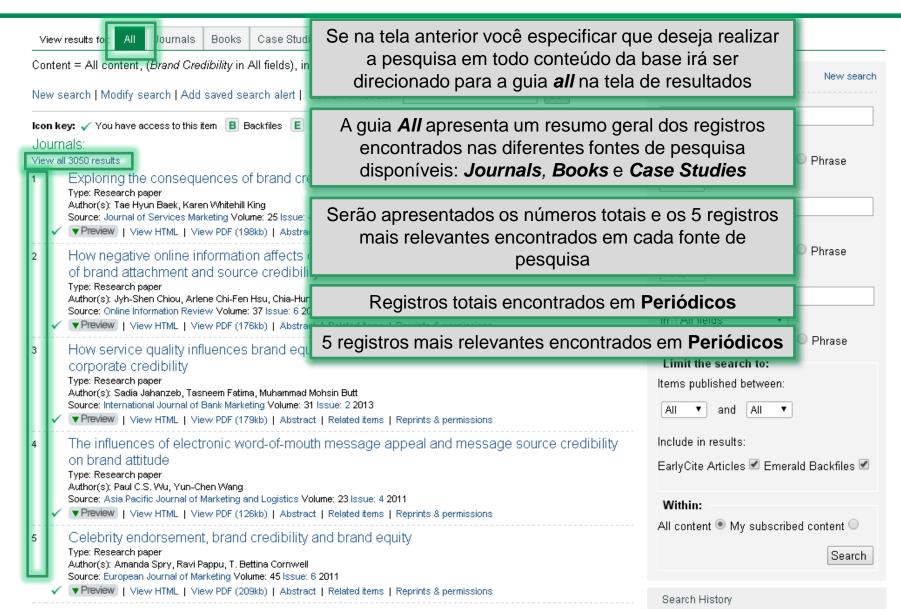




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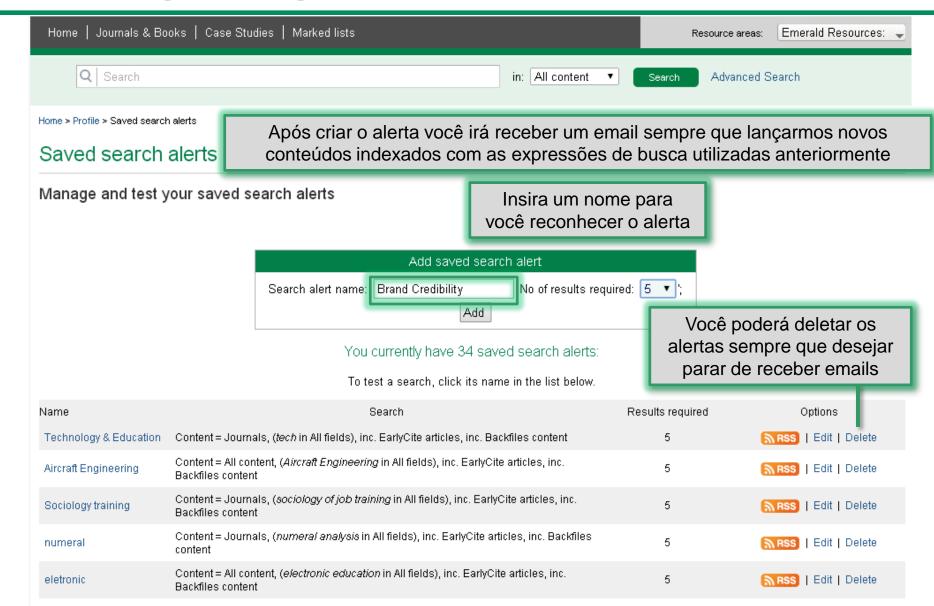
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Design/methodology/approach — Using a self-administered survey (n=385), this study tests the proposed model, including six latent constructs: brand credibility, perceived quality, perceived risk, information costs saved, perceived value for money, and purchase intention.

Findings – The results indicate that brand credibility exerts a strong effect on purchase intention by increasing perceived quality, perceived value for money, and information costs saved, and by decreasing perceived risk across multiple service categories. The results also indicate that the magnitude of brand credibility's impact on purchase intention varies under different conditions with regard to utilitarian and hedonic services.

Research limitations/implications – This study is based on student samples with a limited number of service categories. Future research is needed to examine the generalizability of the proposed model by using non-student samples with different service classifications.

Practical implications – Establishing brand credibility seems to be especially effective in utilitarian services when marketing communication campaigns have the consistency of brand attributes that invoke either value for money or lower service brand-related information efforts.

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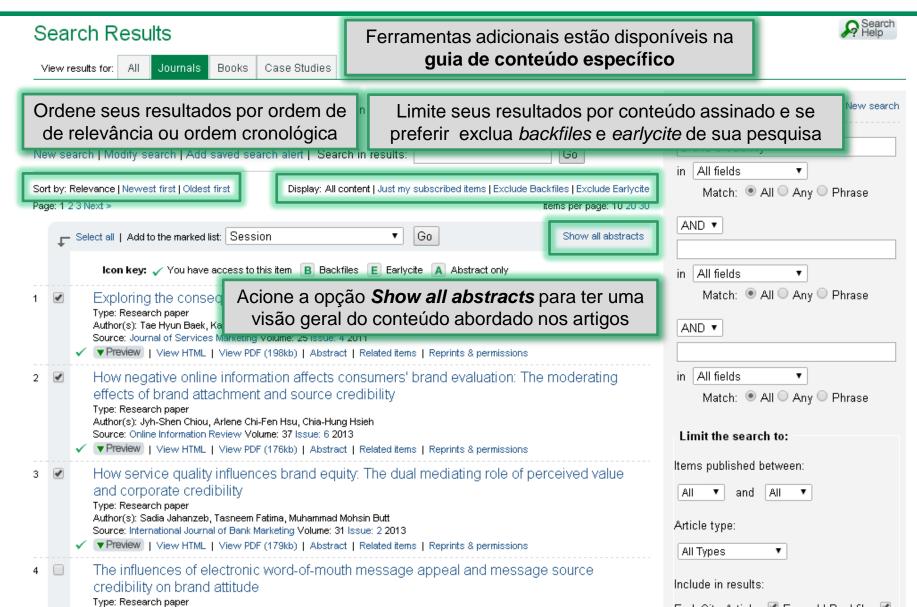


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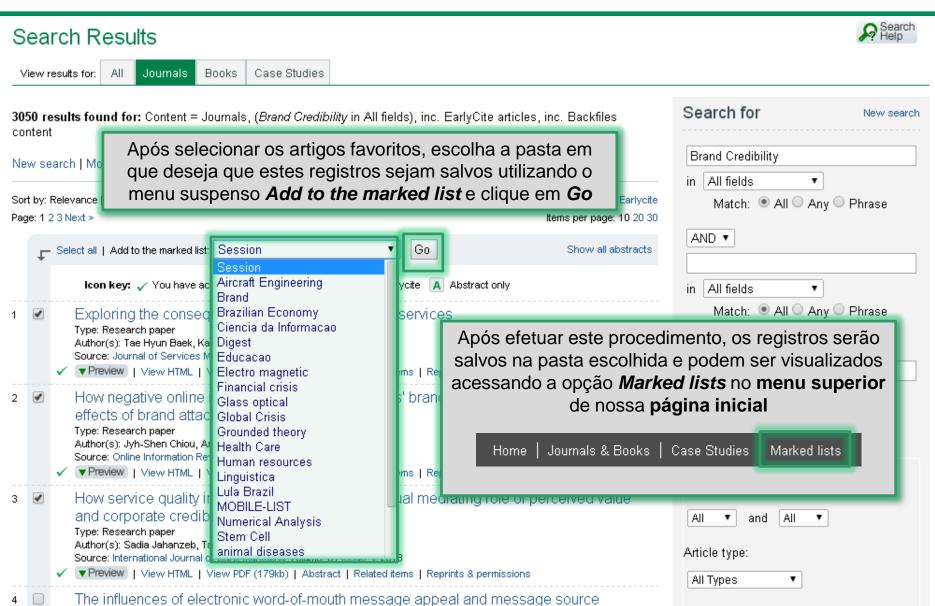






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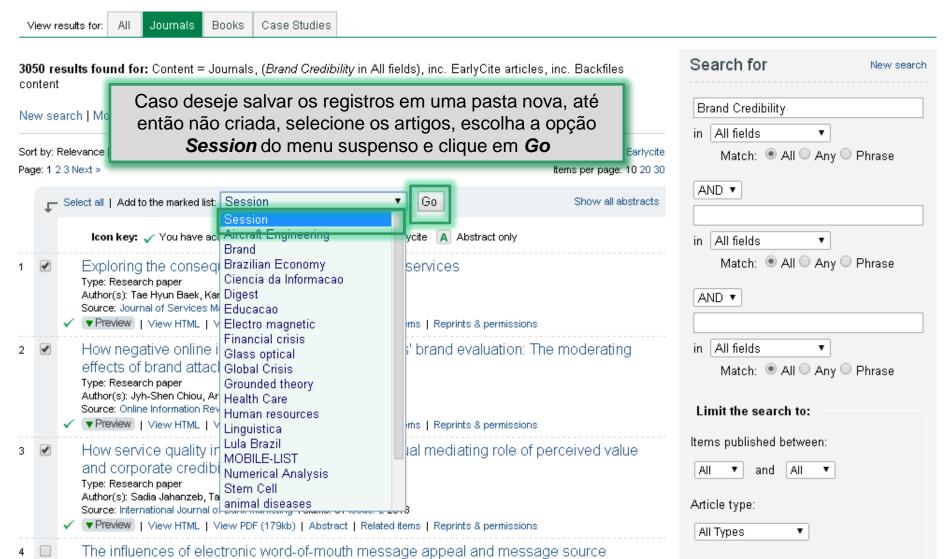




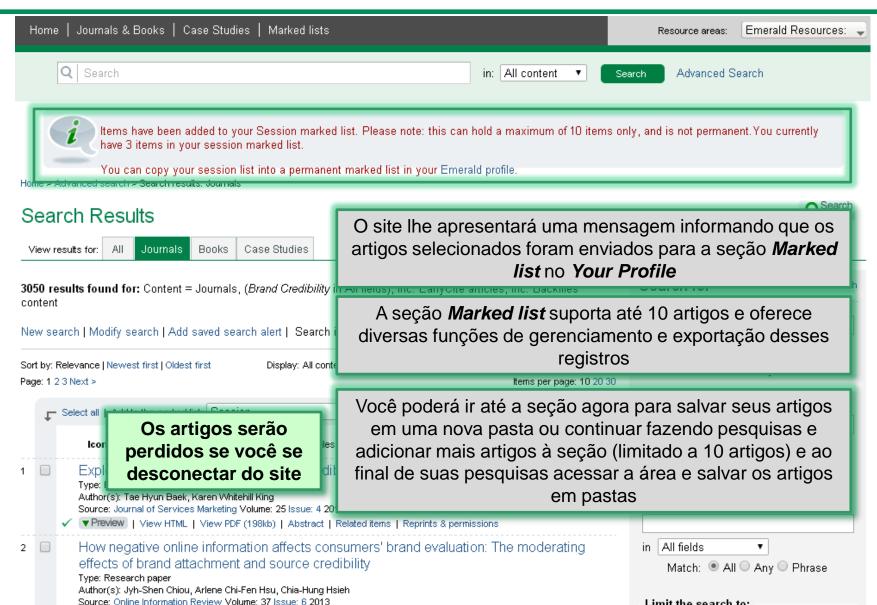




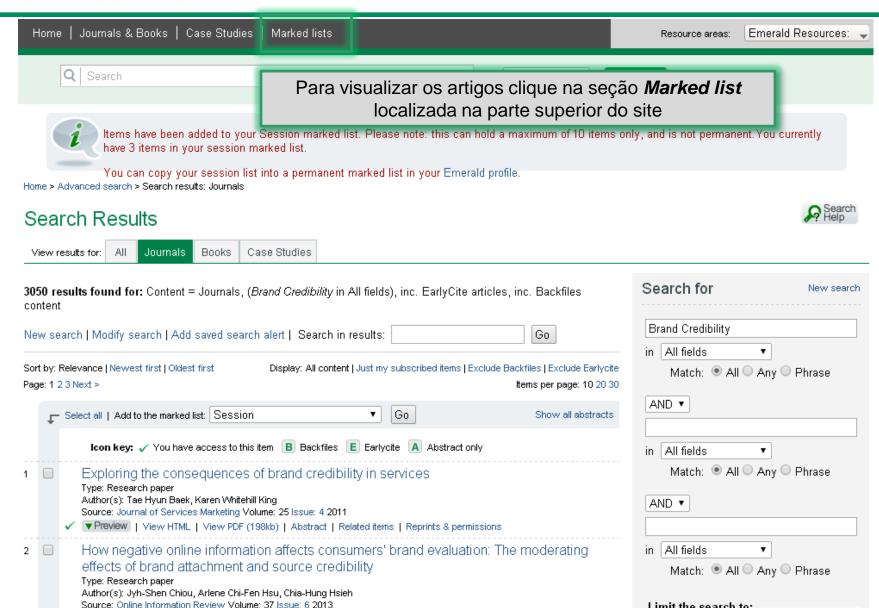










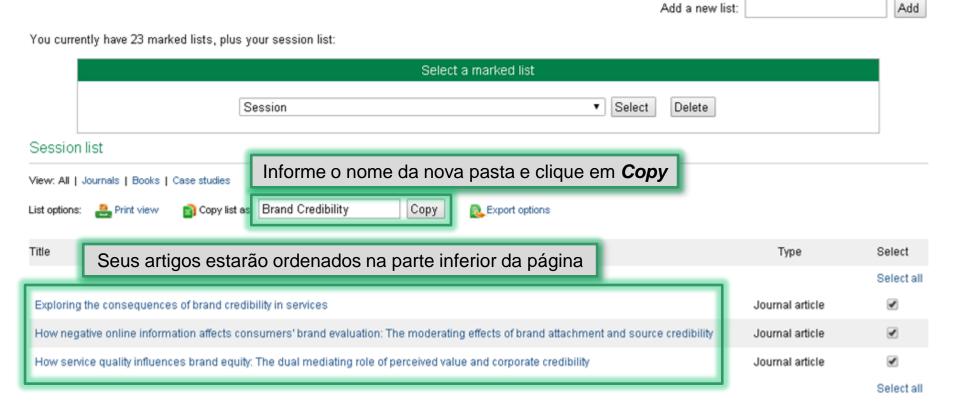


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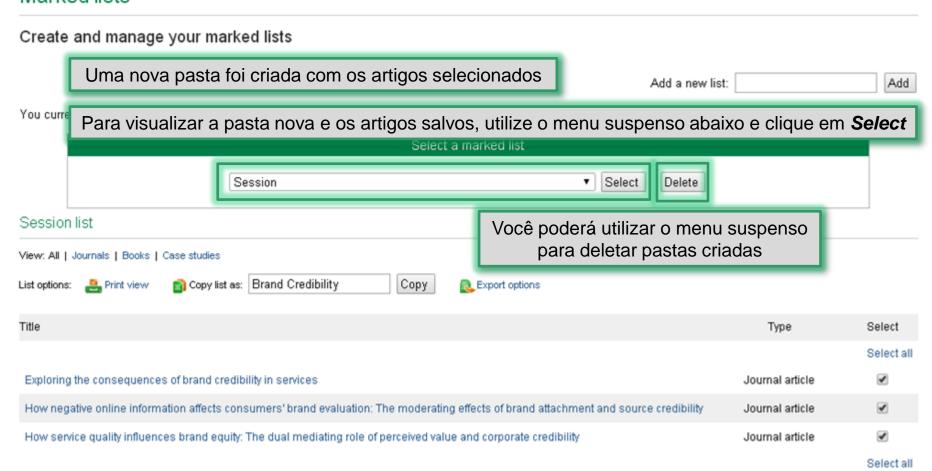
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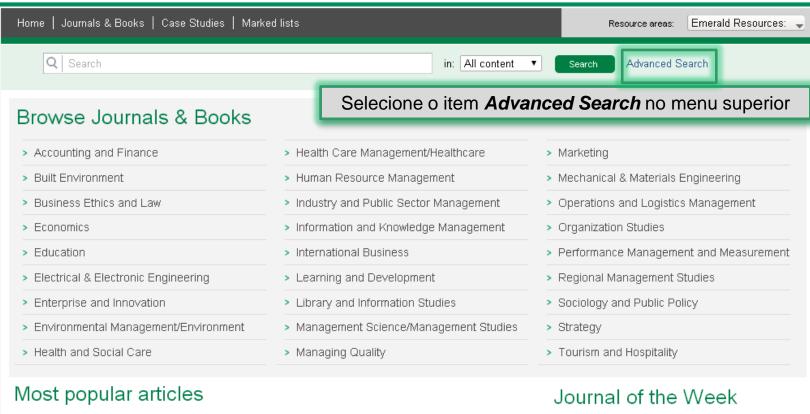


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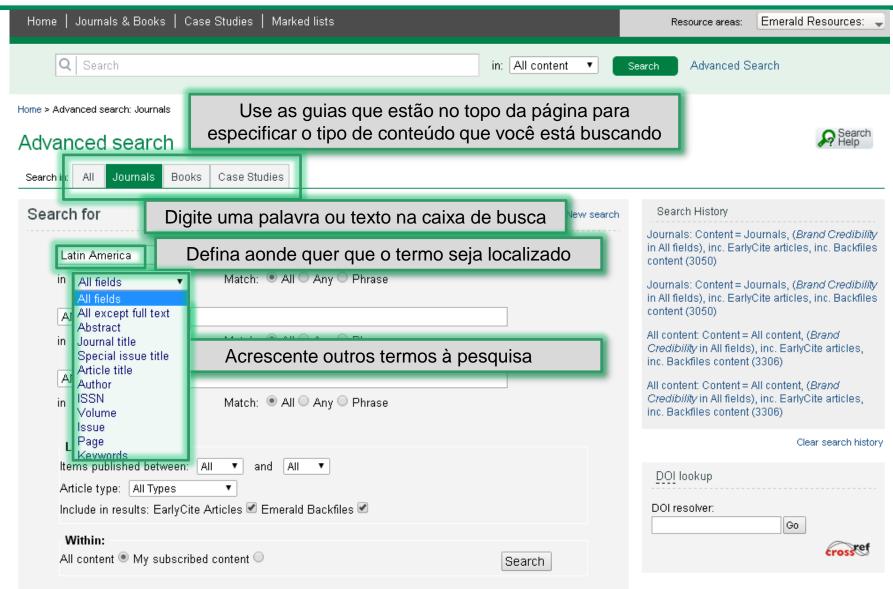


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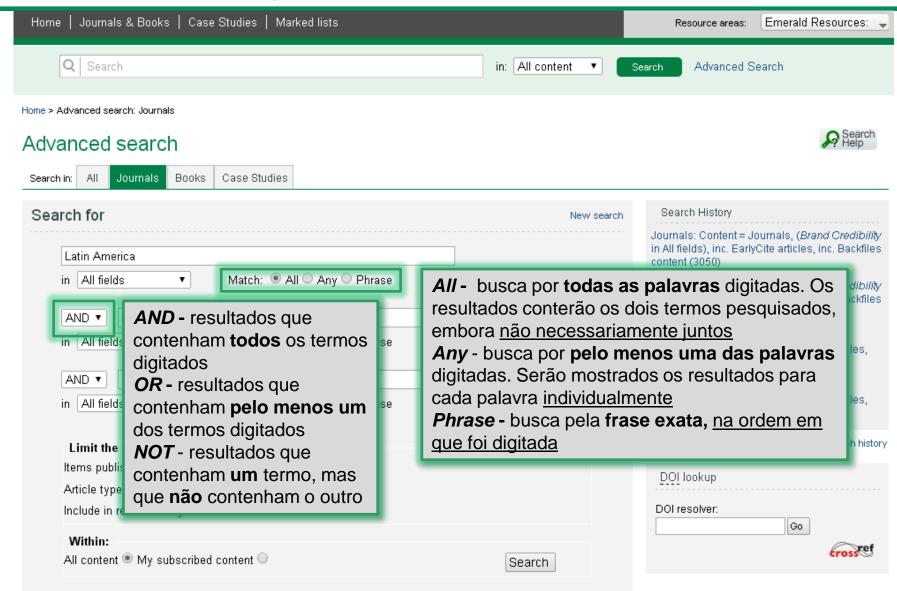
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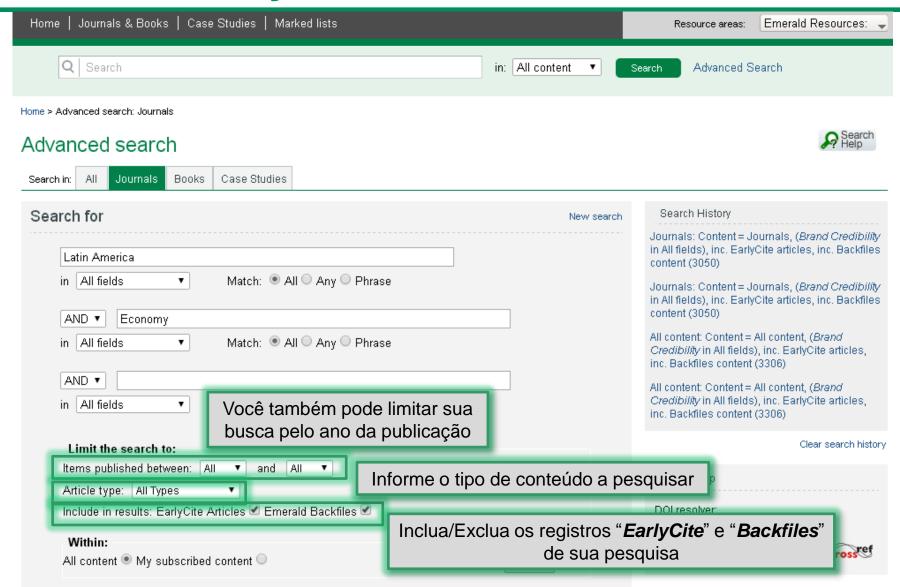


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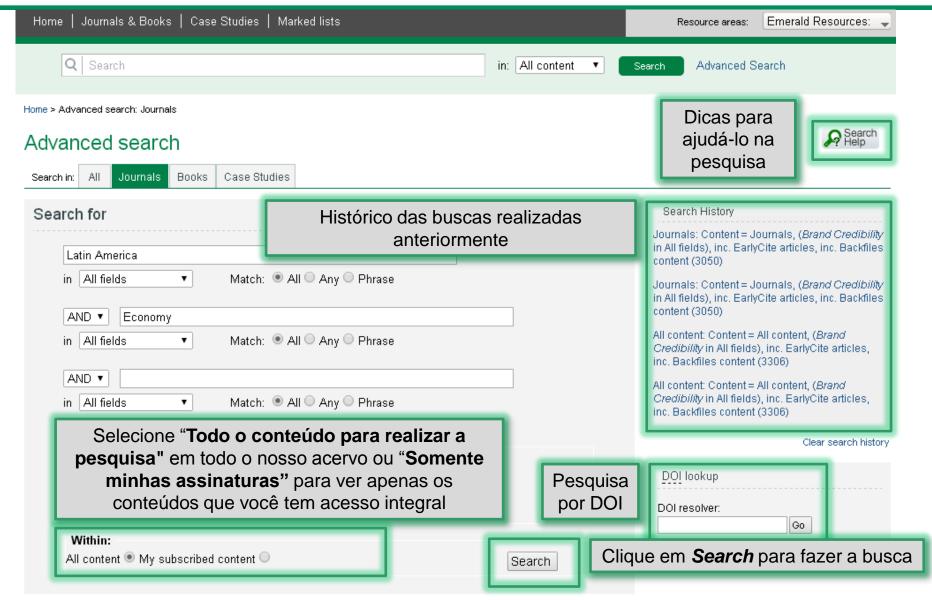


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agreements with more than 20 developing countries; and the current trade and investment figures hint that, in the medium term, Chinese MNCs may be involved in market-seeking FDI in LA.

Originality/value - These findings seem to guestion the further studies in this area.

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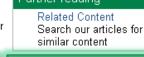
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The Authors

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Findings – The analysis shows that: the vast majority of academic literature re expansion into developed countries; the available evidence tends to suggest that capabilities that, although not yet completely developed and consolidated to compete against companies in developed countries, seem to have achieved a certain level that allows them to successfully compete in Latin American markets; the Chinese Government has directly participated by committing most of the investments itself and also by signing treaties and trade and investment agreements with more than 20 developing countries; and the current trade and investment figures hint that, in the medium term, Chinese MNCs may be involved in market-seeking FDI in LA.

Originality/value - These findings seem to question the fit of existing theories with the reality of China's firms and the need for further studies in this area.

Article Type: General review

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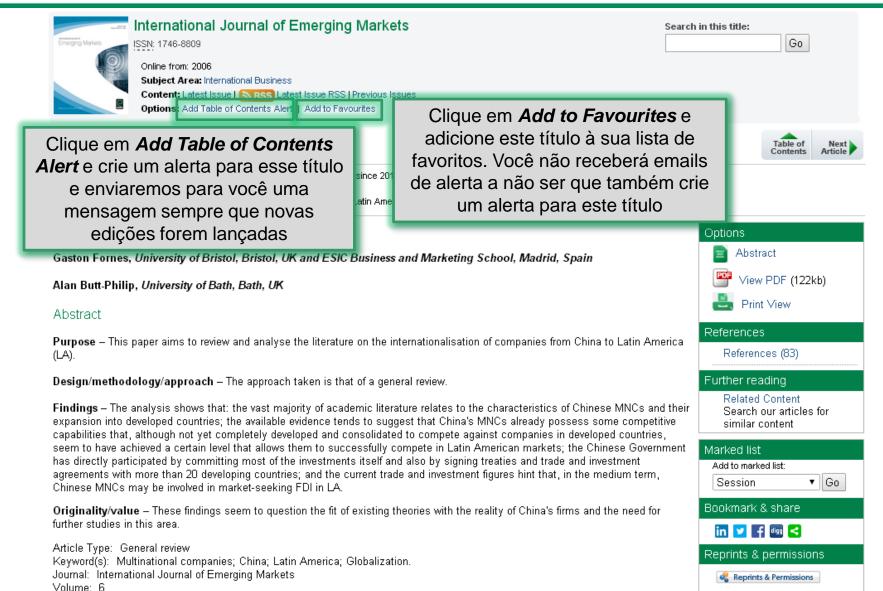
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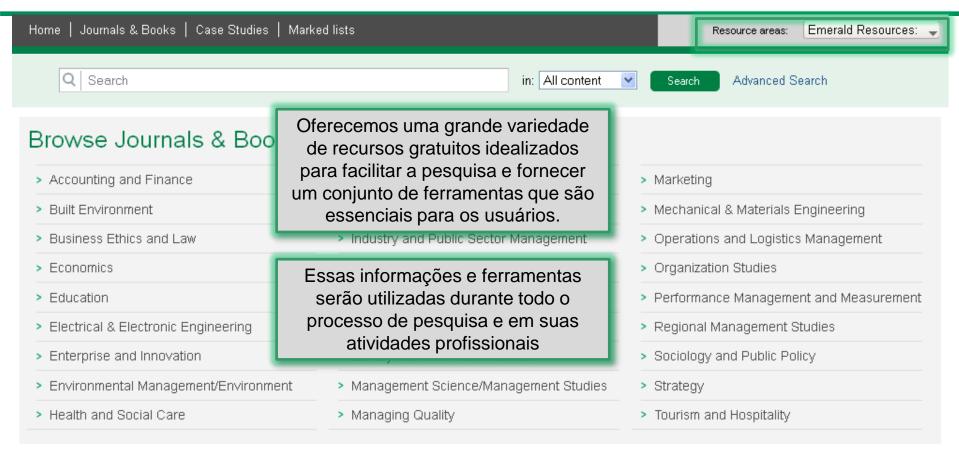


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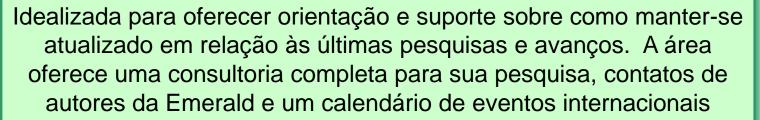
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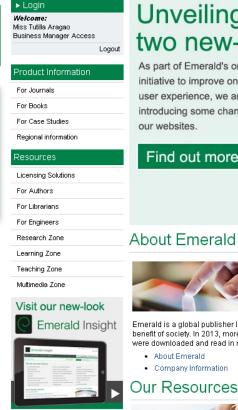
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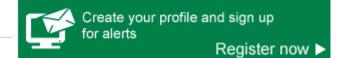
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